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THE AMERICAN ELEVATOR AND GRAIN TRADE

Printed in U. S. Entered as second-class matter June 26, 1885, at the Post Office at Chicago, Illinois, under Act of March 3rd, 1879. Established 1882

PUBLISHED BY Mitchell Brothers Publishing Co. } A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS. One Dollar Per Annum. SINGLE COPIES, 15 CENTS

VOL. XLIII

431 South Dearborn Street, Chicago, Ill., July 15, 1924

NO. 1

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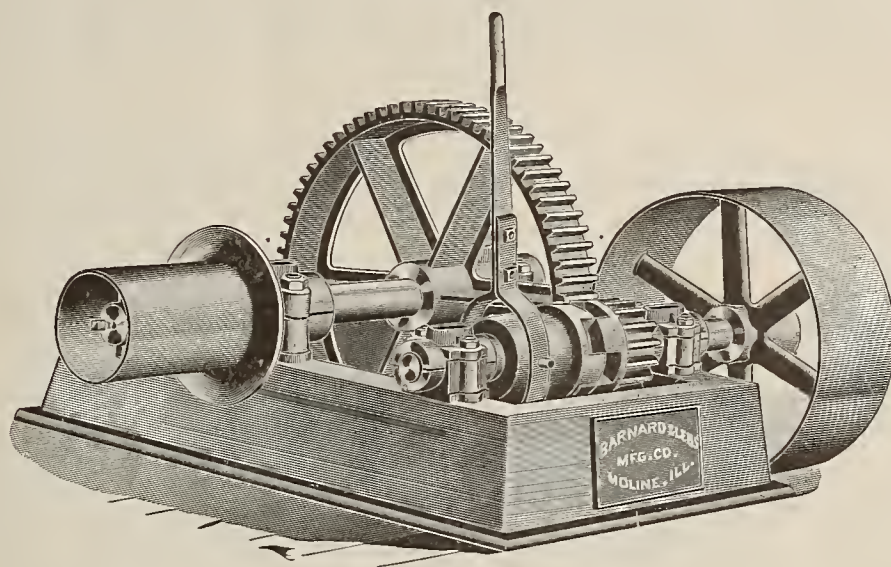
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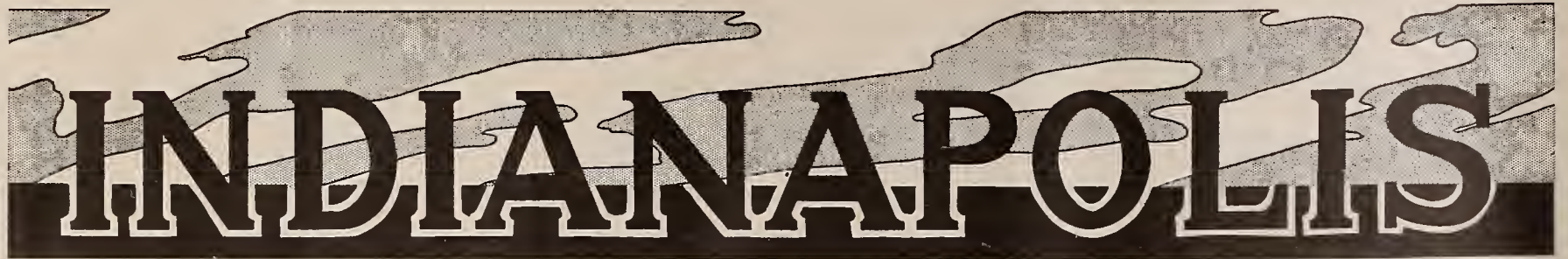
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Movement of Grain and Hay During the Year 1923

| | Receipts | Shipments |
|-----------------|--------------------|--------------------|
| Corn | 17,975,000 bushels | 12,524,000 bushels |
| Oats | 12,080,000 bushels | 10,670,000 bushels |
| Wheat | 6,131,000 bushels | 3,927,000 bushels |
| Rye | 383,000 bushels | 331,000 bushels |

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"Consignments Our Hobby"
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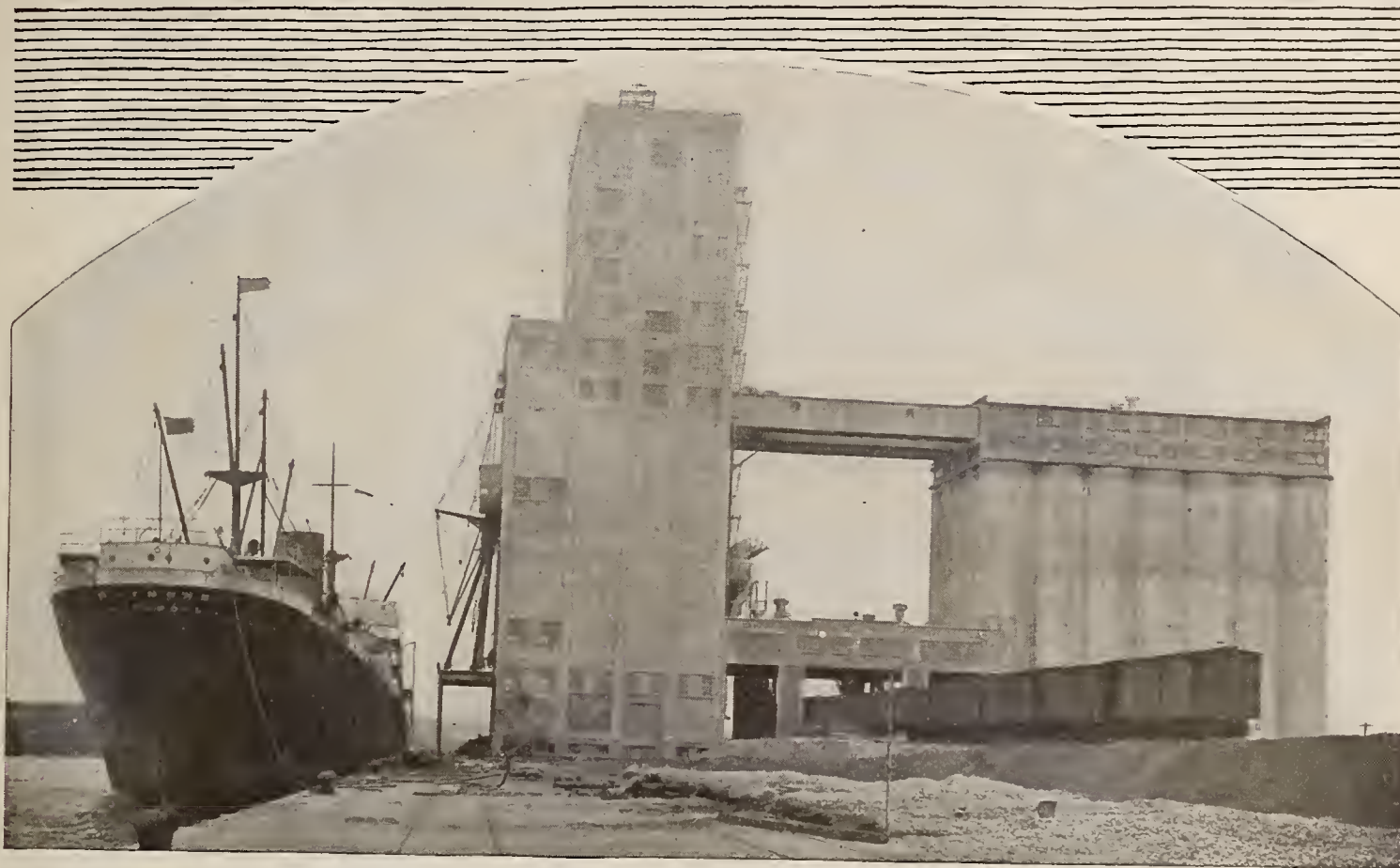
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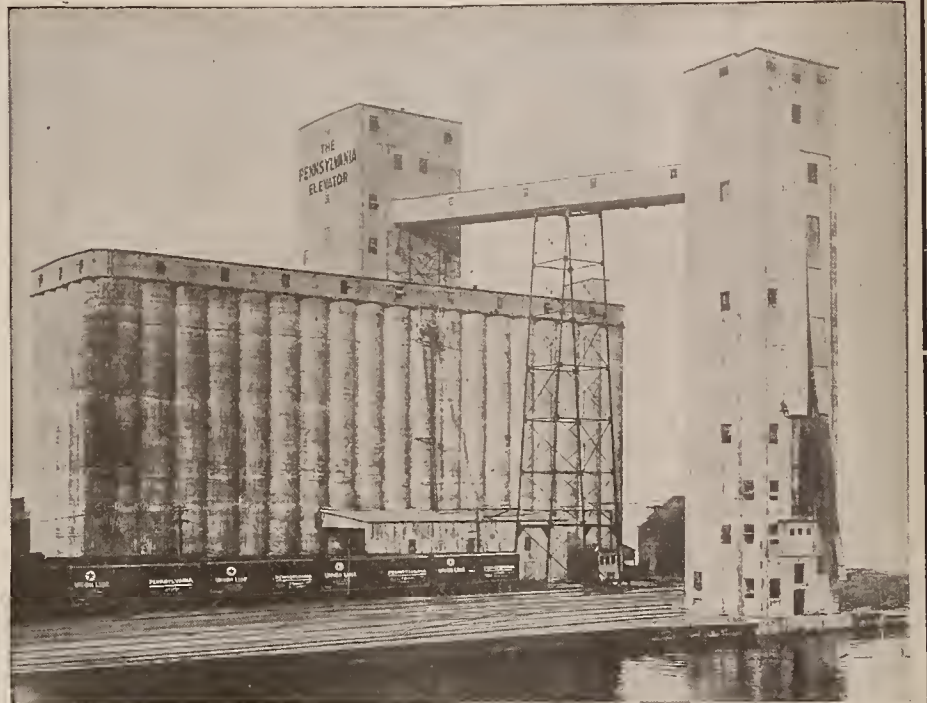
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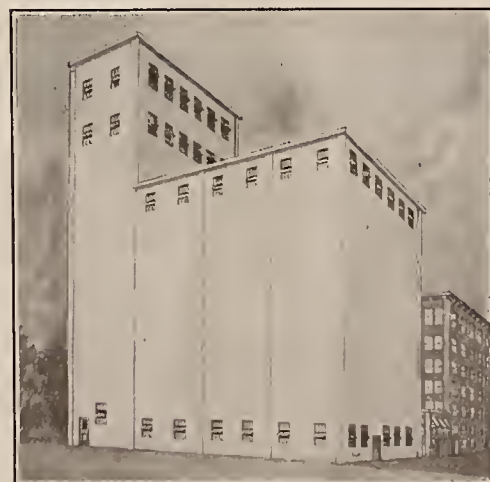
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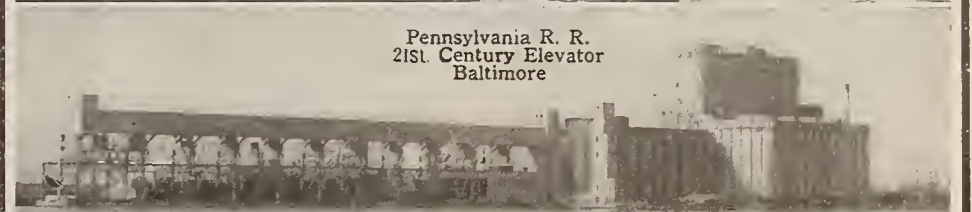
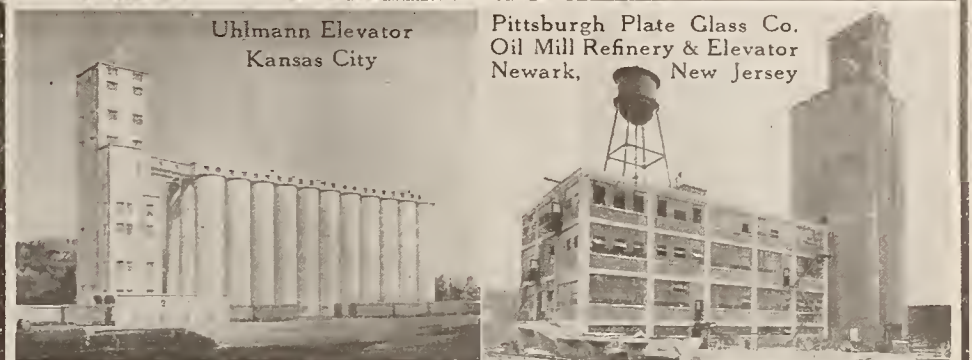
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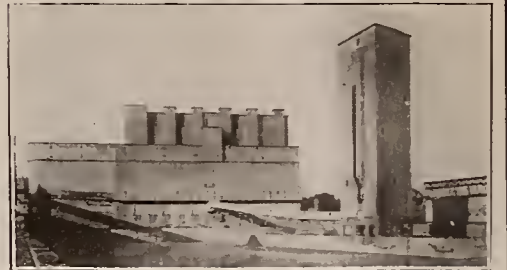
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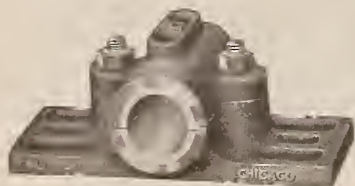
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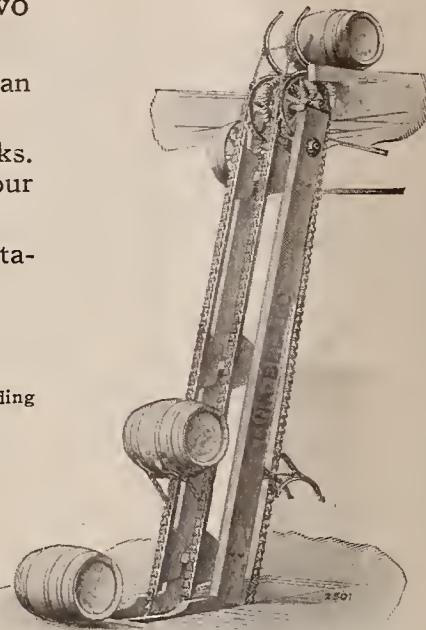
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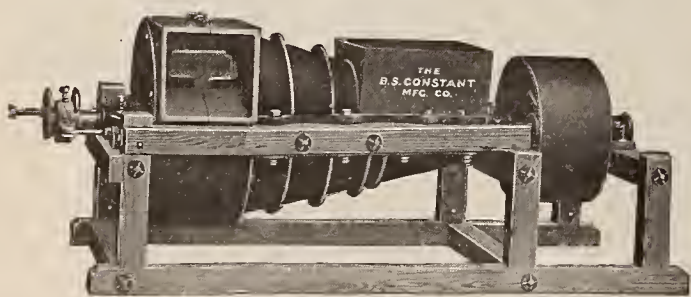
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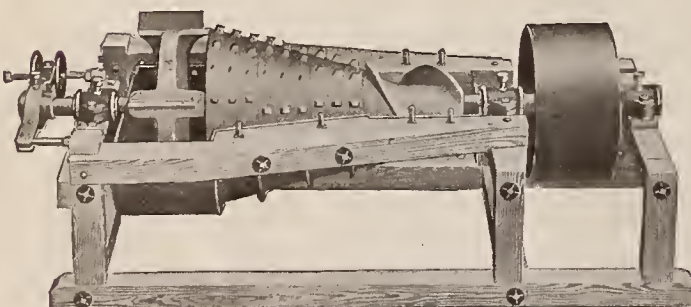
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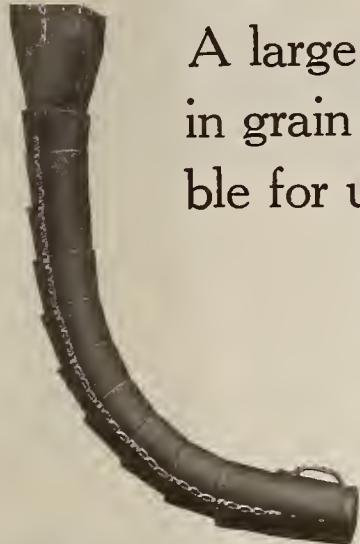
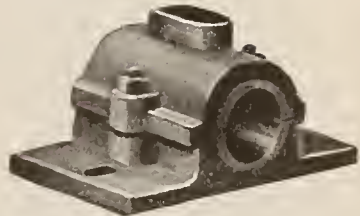
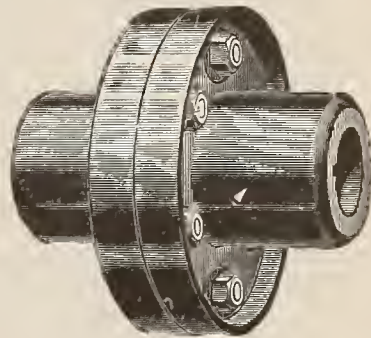
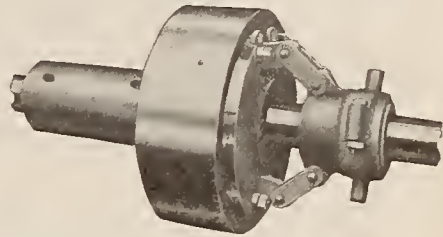
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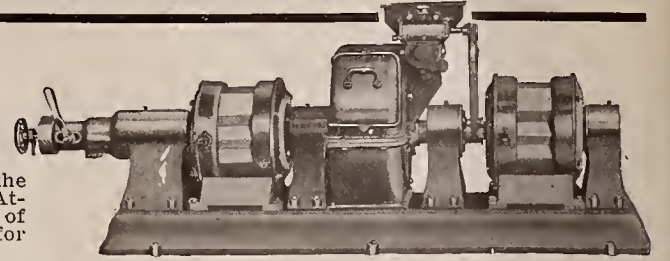
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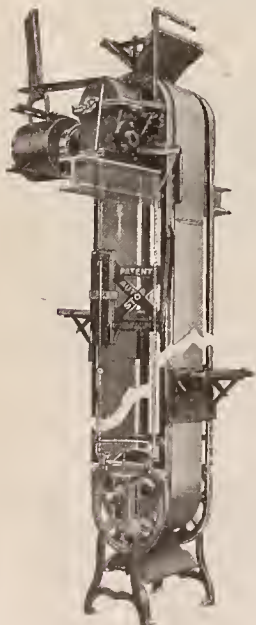
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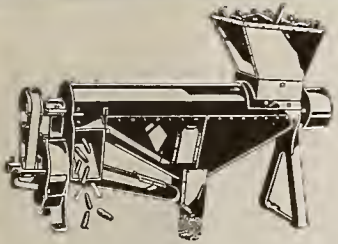
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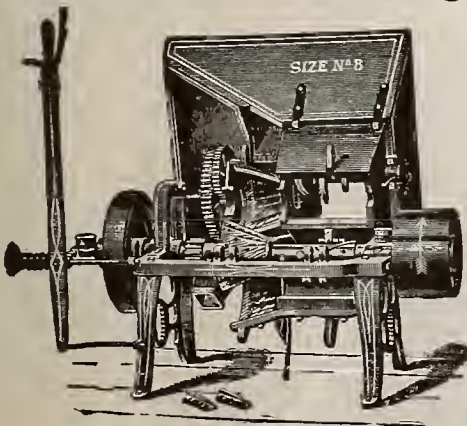
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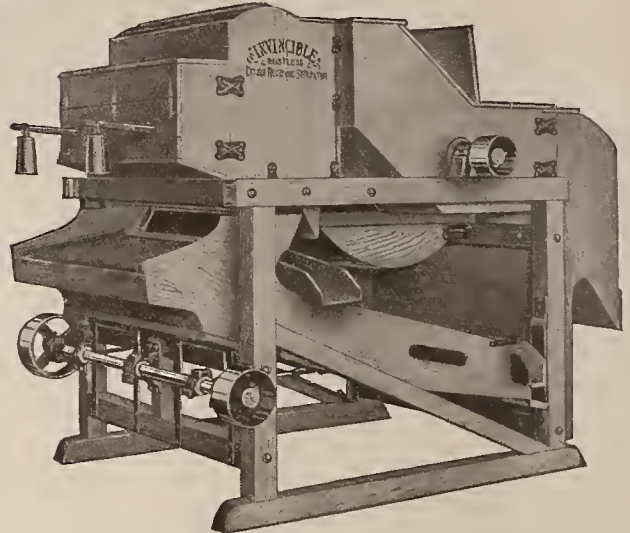
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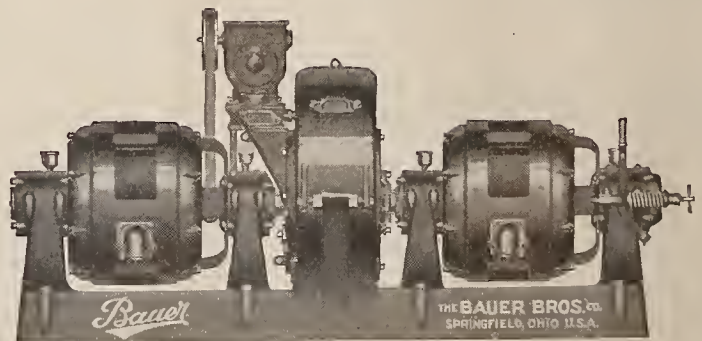
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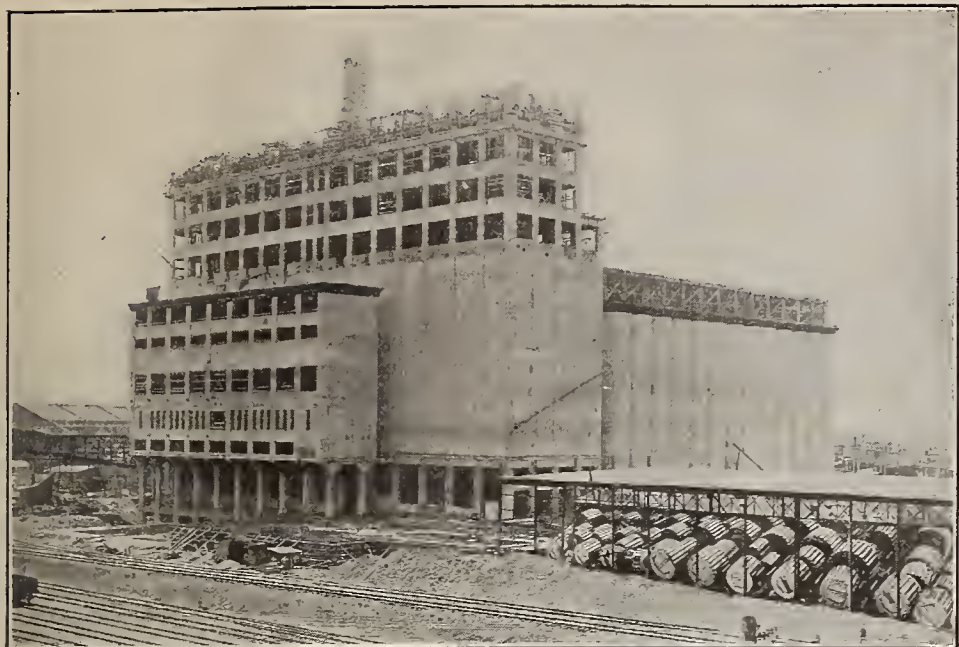
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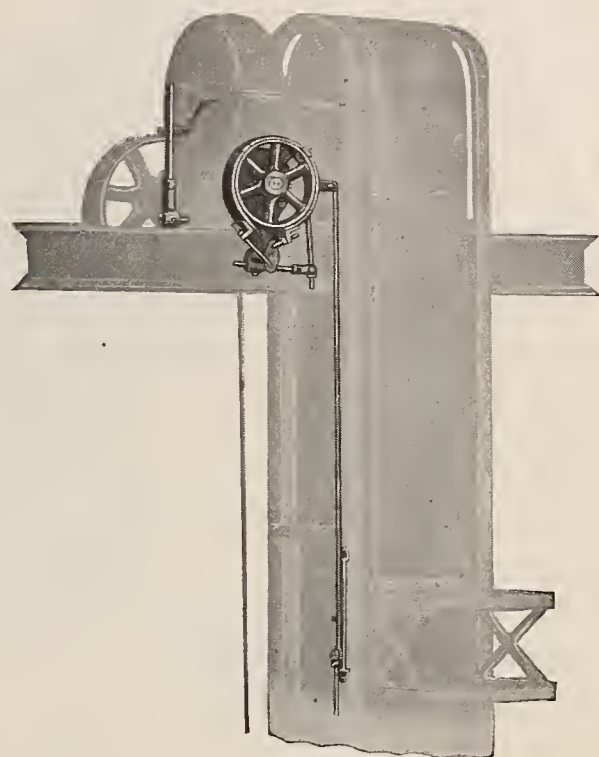
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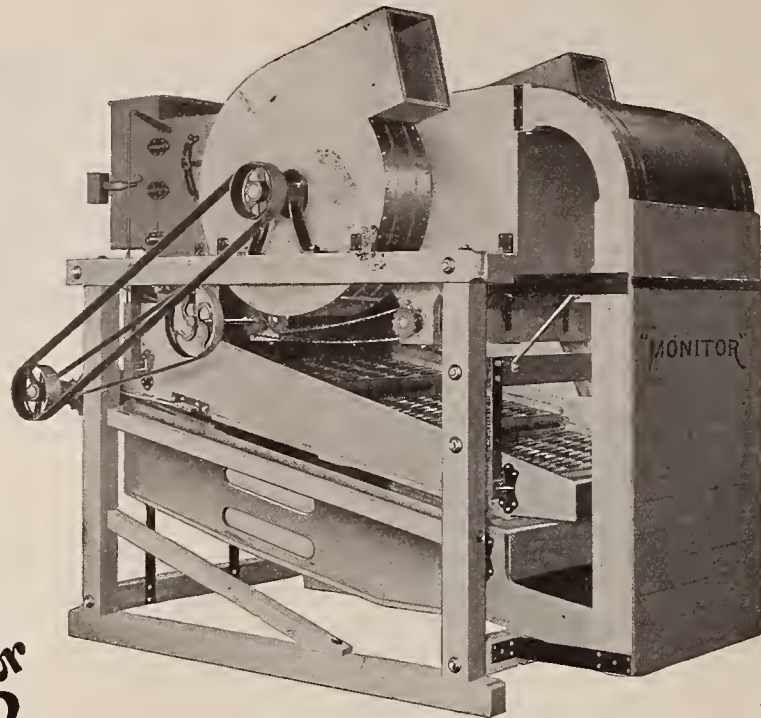
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Established in 1882.

VOL. XLIII

CHICAGO, ILLINOIS, JULY 15, 1924

NO. 1

Important Extensions in Montreal

Constant Growth of Grain Export Trade at Montreal Makes Necessary the Enlarging and Improving of Elevator "B" at Windmill Point

IN THE handling of export grain the leading Western Hemisphere port is Montreal. The total grain exports in 1923 reached the rather surprising figure of 144,498,772 bushels. This figure was reached without the aid of any abnormal circumstances, such as those existing in 1922, when the Pennsylvania coal strike tied up railway cars in the United States and the rate of exchange operated to the advantage of Montreal.

The harbor development practically dates from 1825, when the first Lachine Canal was opened, thus making Montreal the meeting point of ocean and inland navigation. This canal has a depth of only 4½ feet. Between 1841 and 1848 all the canals of the St. Lawrence Canal system were completed,

600 bushels. Montreal's lead is easily comprehended by using these figures for comparison.

Some very extensive additions and improvements have recently been made at the Windmill Point Elevator in Montreal, one of the largest elevators of the port.

The first unit of the Windmill Point Elevator, consisting of an all-steel house of a million bushels capacity with connecting galleries leading to shipping galleries 1,020 feet in length along the east end of Windmill Point Basin, was built in the year 1905 by the Grand Trunk Railway System and leased to the Montreal Warehousing Company.

Two tracks passed through the original house on either side of five receiving legs, each leg being

extension of the shipping galleries towards the west end of Windmill Point Basin, thus increasing the length of gallery supplied by this elevator from 1,020 feet to 2,320 feet.

The new storage addition completed this spring, as shown by the illustration in this article, consists of 32 concrete bins, 20 feet in diameter and 100 feet deep with 19 interspace bins and four square shipping bins, built two deep on three sides of the first annex added in 1913. On the southwest corner of these additional bins, the new shipping house, containing four shipping legs complete with scales and garners, was installed. These shipping legs are fed by belts in the basement of the old and new annex and serve to elevate, weigh and



WINDMILL POINT ELEVATOR, MONTREAL, SHOWING NEW STORAGE AT THE RIGHT AND STEEL STRUCTURES FOR NEW MARINE LEG AT THE LEFT

giving a nine-foot waterway for the 300 miles from Montreal to Lake Erie. Subsequent improvements, dating from these modest beginnings have brought about the present possibilities of the port.

Montreal's position as a grain shipping port has been attained only by overcoming innumerable obstacles. For a long time it was hampered by the dangers of navigation. Within the last decade, however, much has been done to render navigation both safe and convenient, and in addition extensive improvements have been made in the 150-mile stretch between Montreal and Quebec.

During the first 10 months of 1923 Montreal handled 104,375,023 bushels, and in the same period New York handled 77,769,000 bushels, a difference of 26,606,023 bushels. Baltimore was next in importance in this respect with 39,223,000 bushels, followed by Philadelphia with 29,465,000, New Orleans with 18,977,000, and Galveston with 10,349,-

fed by two receiving hoppers. A shovel shaft was located midway between the two tracks so that five cars would be unloaded at the same time.

The original installation also contained a marine tower with a 15,000-bushel leg situated on the north side of house fronting Canal Basin for unloading canal boat cargoes arriving by the Lachine Canal. An addition to this plant was made in 1913, when a nest of 28 concrete storage bins, having a capacity of 1,000,000 bushels, was built 100 feet away from the west end of the original house. A Metcalf Car Dumper was installed in 1922, having a capacity of seven cars per hour, or almost equal to the entire previous car unloading capacity of the house.

In 1923 this house passed under the control of the Harbour Commissioners of Montreal, and a storage addition of 1,125,000 bushels was decided upon, together with a new shipping house and an

discharge the grain to the new system of galleries on the west end of Windmill Point Basin.

The shipping house is of somewhat novel construction, being modeled upon the lines of the type adopted for the Harbour Commissioners' Elevator No. 3, i.e., on the segregation principle.

The boot house or lower story, containing the elevator leg boots, is separated from the upper floors by the open air, the only connection between the two being the steel framing and the leg trunking, in order that any explosion that might occur in the boots of the legs would either be confined to the boot house or, in travelling up the leg, would blow out the light casing into the open air instead of into the building.

The leg head drives are by helical gears; all conveyor drives are by silent chain.

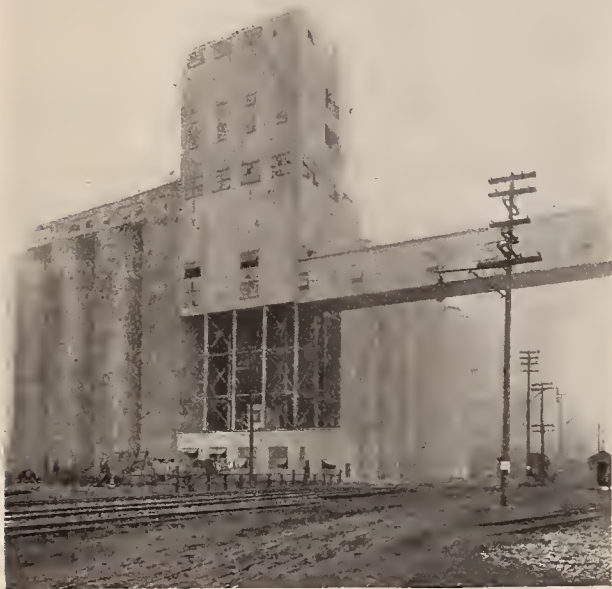
The new galleries running from the shipping house to the wharf side contain four belts—two

high for the first 770 feet along the wharf and two belts for the last 550 feet along the wharf. Four ships may be fed at the same time, or two streams may be directed to each of two vessels, or a total feed of 60,000 bushels per hour from the new galleries. Five ships have actually been loaded at the same time from the old and new galleries combined.

The covering of the shipping house is corrugated sheet steel, this having been decided upon in preference to heavy concrete walls in order to offer little resistance in the case of an explosion.

The large window area allotted to the story over the bins and to the shipping house will be noticed from the illustrations.

The total storage capacity of this plant was originally 1,000,000 bushels, and its present capacity



NEW SHIPPING HOUSE, WINDMILL POINT ELEVATOR

is 3,125,000 bushels. The facilities for receiving by rail had been greatly improved by the addition of the Metcalf Car Dumper, and it was decided to speed up the boat receiving facilities by the addition of a new travelling marine tower, thus enabling grain to be emptied from two holds simultaneously. The steel framework of this new tower is shown in front of the original house.

The transformers and controls for the motors of the original house, together with the offices, were situated in a separate small building, built between the old house and the first annex. With the successive additions of a million-bushel annex, car dumper, etc., the point was reached where it was impossible to install anything more in this building, and the Harbour Commissioners decided upon building a new substation to contain not only the additional plant required for the extensions to this house and all equipment from the existing building, but also to construct it large enough to take care of all the power requirements of the Harbour Commissioners in this vicinity.

All of the recent extensions were designed by and carried out under the superintendence of the John S. Metcalf Company, Ltd.

The contract for the concrete construction was carried out by E. G. M. Cape & Co., and the structural steel by the Dominion Bridge Company, Limited. The machinery contract was not awarded as a whole, but split up among several manufacturers. The chain drives are of the Renold and Coventry makes.

EFFECTS OF MOVEMENT OF STORED GRAIN TO MARKET

Some interesting facts may be gleaned from a compilation of the fourth-quarter reports of North Dakota elevators for 1920 to the Supervisor of Weights, Grades and Measures of North Dakota. It showed that the farmers in that state were holding storage tickets at that time for between 15 and 20 million bushels of wheat which they had delivered to local elevators.

Farmers' elevators of that state had shipped out

and sold about two-thirds of the grain stored with them. Line-house elevators, however, at that time held all of the wheat stored by farmers in the country warehouses, in fact held considerable additional wheat in their bins. Farmers' elevators sustained a loss of 7.34 cents per bushel on all of the wheat they handled that season according to the elevator reports studied. The effect that this large shipping and selling of stored grain may have had on the gains and losses of the farmers' elevators for that year will be apparent.

The following season, 1921-22, due largely to a shortage of cars, "overshipping" was almost eliminated, but in 1922-23 and 1923-24 the practice was resumed. Wheat stored by farmers was actually held in farmers' elevators in 1921-22, until the farmers surrendered the storage tickets and sold the wheat. The significance of the differences in the practices of the several years will be apparent.

Farmers' elevators in the United States have been operating in a different manner than have the line elevators owned by mill and elevator companies, and are subjected to greater "risk costs" by reason of different operating methods. These factors have been analyzed in a recent preliminary report, jointly by the University of Minnesota and the U. S. Department of Agriculture, from which the above facts were taken.

SOURCES OF LOSS IN FARMERS' ELEVATOR OPERATION

Annual audits of over 100 elevators covering the market seasons 1917-18 to 1923-24 were used in a recent study of the operation of farmers' elevators. Results of this survey are covered in a preliminary report by the University of Minnesota and the U. S. Department of Agriculture.

The actual net earnings of these elevators in 1917-18, after expenses were met, ranged from a loss of \$5,278 to a profit of \$12,408, mostly speculative. Only one sustained a loss that year. The average gain per bushel that year of all elevators was 2.88 cents. In 1918-19 one-fifth of the elevators studied sustained losses, and net earnings ranged from a loss of \$7,642 to a gain of \$7,411. The average gain per bushel was 2.15 cents.

In 1920-21 nine out of every 10 elevators of this group had losses, and net earnings ranged from a loss of \$28,233 to a gain of \$16,583, the latter be-

are able to hold over from day to day and choose their time of selling, re-mix to better the grade and merchandise in other ways to secure for the grain all of its value. Farmers' elevators ordinarily do not have financial and other facilities for buying, selling, moving grain and hedging it that feature line houses. As a result, many avenues of loss which can be avoided by line houses are open to farmers' elevators."

Other notable causes of loss include those from failure to insure properly, failure to bond officials, bad accounts and worthless merchandise, failure to provide reserves or sinking funds to replace wasting property, failure to collect full charges for service, failure to deduct erroneous charges, losses in weighing grain in and out of elevators, overgrading grain, losses from dockage, and losses from ineffective hedging.

The general trend of many of these causes is obvious without much explanation; but in certain instances some rather interesting facts have been accumulated. For instance, in connection with the item "losses from bad accounts and worthless merchandise":

"Attention was called by auditors repeatedly to the fact that the elevator was paying 8 or 9 per cent interest on borrowed money and receiving no interest on the outstanding accounts. It seemed apparent that a credit committee to pass on the extent and recipients of credit could render a much needed service. A manager of an elevator is greatly handicapped in passing on credit extensions, for his refusal to individuals may cause him loss of position. The board of directors, however, knows the patrons, and should guard against these losses by extending credit only upon application, investigation and thorough consideration."

In connection with reserves and sinking funds, it was found that in 1917-18 no elevators provided for depreciation. In 1918-19 five out of 15 charged depreciation of about 5 per cent as a part of operation expense. In 1919-20, only five out of 20 charged depreciation, and in 1920-21 only four out of 32. In 1921-22, however, six out of 24 elevators added depreciation to their expense schedules, and in 1922-23, five out of 14 charged the item.

Some interesting figures regarding losses in weighing grain in and out of elevators have also been compiled:

For the years 1917-23, losses on all kinds of grain,



VIEW OF SHIPPING GALLERIES OF THE WINDMILL POINT ELEVATOR

ing mainly speculative gain. An average net loss of 3.92 cents per bushel was sustained on all grain handled that year, an average of 104,000 bushels per elevator.

"There are many reasons for loss in farmers' elevators. On account of their limited capital, small volume of business, and the nature of the business itself, they are probably more susceptible to losses than any other type of elevators," says the government report. "'Line' elevators have many advantages, including adequate terminal facilities to 'finish the job' of marketing the grain. 'Line' companies have groups of local elevators and are able to unify the entire business, sum up the trading of all of them and hedge, store, sell or otherwise dispose of the aggregate to best advantage. They

due to the differences in buying weight and selling weight were determined and averaged about 1-3 of a cent per bushel. The prices used in the computations were the average prices at which that kind of grain was purchased by these elevators during each season in question. A comparison of these figures with those of the Federal Trade Commission in its report on Country Grain Marketing shows that farmers' elevators and line elevators do not experience the same losses and gains from over and under weighing. The Federal Trade Commission figures for the period of 1913-14 to 1915-16 show an average profit from under-weighing of 0.255 cents. Their data covers four line elevators companies in the Minneapolis territory. The explanation for the difference may lie in the fact (as suggested in their report) that line elevator managers are under bonds which cover, among other things, shortages in weights. This weight shortage feature is not enforced, if it is present, in bonds of farmers' elevator managers, as far as this study disclosed.

The above figures represent a surprising amount when reduced to dollars and cents.

Losses from overgrading grain showed that the loss per bushel for the period analyzed as follows:

| | |
|---------------|------------|
| 1917-18 | .47 cents |
| 1918-19 | .55 cents |
| 1919-20 | 2.00 cents |
| 1920-21 | 2.84 cents |
| 1921-22 | 1.20 cents |
| 1922-23 | .91 cents |

The smaller grading losses during the 1917 and 1918 seasons may have been due to the rather narrow premiums between grades, together with the fact that prices were set and elevators could base their purchases on known outlets.

The grading losses of 1919-20 and 1920-21 show up large because of the high prices prevailing, together with the wide premium between the grades during those years. Lower prices and narrower premiums prevailed during the seasons of 1921-22 and 1922-23 and more overgrading may have occurred, but the relative amount is not revealed in the analysis made upon a value basis.

HIRE A HELPER

BY TRAVELER

There's a lot of so-called one-man elevators in the country whose owners would be much better off, both physically and financially, if they regularly employed an assistant to take the brunt of the rough and dirty work which is to be found around all elevators.

The owners at most of these plants will make the claim that they can't afford to keep a man steadily employed—that the business won't justify it. That is the biggest kind of a mistake. With a trustworthy man to look after things, the owner can take the time to get out and "dig up" more business.

Of course, "any old kind of a man" will not do. But in almost any community it is possible to find the type of man who will turn out to be a perfect jewel under able leadership, but, through lack of confidence, or some other defect, is never able to make a success on his own account. And the peculiar part of it is, that such a man really prefers to be in the employ of another, provided he can be made to feel that he is trusted.

When such a man has been well broken in, the owner of the elevator can enlarge upon his sidelines to such an extent that they will more than pay the assistant's salary, and handling the side-lines will increase the grain receipts of the elevator. In addition to this, the elevator man will now have time to attend meetings of other grain men, or he will be free to drive out, where a big block of stuff is involved, and personally examine the grain in the farmer's bins, instead of taking the chance of it being diverted to some wide awake competitor.

I've heard many elevator men complain of the practice of driving out to look at a farmer's grain, and in nearly every case they were of the "one-man elevator type." They would usually remark something like this: "How am I going to leave in the midst of loading a car of oats, for instance? Even if I didn't mind stopping my work, I'd be all covered with dust and dirt and would have to stop and clean up."

To this I would often reply: "Well, you shouldn't be covered with dust and dirt. If you want to do a laboring man's work, why don't you hire out as one, and be relieved from the responsibility of this business? On the other hand, as long as you have your money invested in this business, be a business man and build it up. Use your head and the brains that are in it, and let someone else use his hands."

As a matter of fact, there's a lot of truth in the above statement. How can anyone expect his brain to function acutely when every bone in his body is aching with fatigue and his whole system crying aloud for rest? Real business-building thought requires the keenest kind of concentration, than which there is no work more tiring. Then why use up one's energy in work which has always been eagerly sought by a certain class, to whom the business of thinking will always remain a veritable "No Man's Land?"

There's another angle to this question, also. A

one-man elevator is rarely a "tidy" elevator, and there are at least two conditions that can usually be connected up with an untidy elevator.

In the first place, new trade is not attracted to an elevator that is not neatly kept. It is only natural for a careful farmer to hesitate about trusting the weights at an elevator where he can see grain spilled and lying around. He will conclude, that with such evidences of carelessness all around him, the elevator man will be equally careless in other things—such as in the weighing of his grain and in settling for it.

The other condition, indicated by an untidy ele-

vator, harks home to the elevator man himself. His elevator will always show a shortage in weights at the end of the year. This will not be due entirely to the grain wasted about the elevator, but will be the outcome of the careless habits he has formed, which will lead him to be careless in the weights of cars loaded out, as well as in the weighing of grain taken in from farmers. Little losses of this sort eat up the profits and are easy to overcome.

By all means, get a helper, and enlarge your business to support him. Others are doing it—so why not you?

Wisconsin Farmers' Elevator Progresses

Six Years of Active Business Show Large Results for Algoma Farmers Co-operative Company

SIX years ago the Algoma Farmers' Co-operative Company was organized in Algoma, Wis. Eighty-five farmers made up the first equity group, and their original purpose in banding together was to buy their ordinary supplies at carlot

prices, and also to ship their produce direct to the market.



FRANK JANSKY, MANAGER

Increased activity and increased membership caused them to apply for a charter in 1920, and it was at this time that the company adopted its present name. Prior to that it had been known as the Ahnapee Society of Equity. The Board of

Directors purchased the first building which was 75 by 25 feet, with 100 feet frontage.

Rapid progress in the last few years necessitated increasing capital from \$5,000 to \$20,000. In the same period the company arose from the comparatively small membership of 85 to 264 active partners on April 1, 1924. This growth in person-

nel has made it possible to carry on the enlarged business and improve the service rendered to members on a decidedly economical basis.

A year ago fire completely destroyed the warehouse and no little amount of grain, but business was continued in another building and tentative plans were made for a new warehouse and elevator to be constructed the following summer. This new structure is now in active operation.

The elevator at Algoma, Wis., is of concrete construction. It has a storage capacity of 14,000 bushels, and a receiving capacity amply large to insure expeditious handling. About 150,000 bushels of grain are received annually. There are four tanks, the concrete structure being of silo model.

The equipment includes an attrition mill with a capacity of 50 sacks an hour, of the Robinson make. There are also two scales. One of these is a hopper scale and the other a wagon scale.

Electric power is used, and the lighting is also electrical. The current is supplied by a central station. There are three motors, one of 10-horsepower and the other two of 20-horsepower.

The only other equipment includes the usual grain elevating machinery and apparatus for unloading wagons.

The principal grains handled are oats, corn, barley and rye. The elevator is located in a dairy country, and consequently the feed business assumes large proportions.

The year 1923 proved to be a banner year in the business, the aggregate having reached \$113,356. Over \$30,000 of this sum represented the return from the feed business alone. This spring when the elevator was completed, the company



NEW CONCRETE ELEVATOR AND WAREHOUSE OF THE ALGOMA (WIS.) FARMERS CO-OPERATIVE COMPANY

celebrated the occasion by having a public inspection of the plant by guests, and serving refreshments.

In the new elevator grain is sent down a chute from the grist room to the hopper in the basement. The hopper holds 11 bags. From this hopper a chain conveyor carries the grain back to the sec-

ond floor where it is emptied into a cleaner. The cleaner is of the shaker type, and the refuse is forced down a chute into sacks.

The grinder is operated by two 20-horsepower electric motors, and after being ground, the grain is again dropped to the basement and is then carried to the second floor into a smaller hopper that holds about seven bags of ground feed. From this hopper the grain drops down a spout into the sacker and is ready for loading. It has traveled a

are not altogether at fault and that part of the blame for this condition must rest on those to whom the users look for guidance in the matter of scale installation and use. The specifications as adopted by the Railroad and Warehouse Commission in this, and, I believe, other states, provide that the foundation of all built-in scales must be firm and substantial. This is very good as far as it goes, but the question in the mind of every inspector is whether or not it is definite enough. There can

small an interest in his property to permit such a condition, the inspector would hardly be expected to unreasonably exert himself to remedy.

Such a condition is, of course, extreme, but it is not uncommon and without detracting from the credit due the considerable percentage of owners and users who take care of their scales, there is still too large a portion who consider that a scale is some mysterious device which in spite of all the laws of physics must function unaffected by wear or rust, by decay or dirt. This class, we find, are those who are the first to criticize whoever dares to attempt to change this cherished notion, and to resent the failure of an inspector to correct in a few minutes the faults due to years of neglect.

Scales are simply machines constructed to so function as to indicate through a system of levers or a combination of levers and other mechanism, the weight of whatever is placed on the scale platform. No machine yet made has ever functioned without a constant change in the parts and this change is in direct proportion to the attention that is given. Cleanliness and protection from rust are the two great principles of scale maintenance as well as the principles that apply to other machines. No one can specify how often a scale should be looked over as the condition under which it operates must regulate the amount of attention required. It can be stated without fear of contradiction, however, that it should be looked over often enough so that it is kept clean and free from rust insofar as is possible at all times.

The purpose of scale inspection primarily is to see that scales used commercially are accurate within reasonable limits. It is somewhat immaterial to the inspector whether or not a particular scale is correct or incorrect. It can be said, however, that the inspector counts his day well spent when he finds a large percentage of the equipment he tests showing the result of proper care. No service rendered by the state is more impersonal in character than the service of Scale and Measures Inspection, and for that reason we are advocating a degree of care in the installation and maintenance which will make our work so unnecessary that it may be done away with.

"JIM DUNN"

BY HOOZUS

Jim Dunn, who runs the elevator at Sperry Siding, says: "Date Frazier come in th' other day, an' I see right off he was all het up 'bout some-thin' th' way he was a 'stompin' around an' talkin'. He was a 'kickin' 'bout th' new bills that they're tryin' t' pass t' relieve th' farmer, an' he figgered it'd put th' elevator man out o' bizness. I let him get th' worst o' it ou o' his system, an' finely I says t' him, I says: 'Date! ya ain't a'doin' bizness th' same way ya usta years before, are ya?'"

"'Hell no!' he says, 'what makes ya ask such a fool question?'"

"'Well,' I says, 'in a manner o'speakin', neither am I. I've allus been able t' figger out a way t' get around th' diff'rent laws that's been made t' cripple our bizness. They's allus a underground outlet t' all of 'em. That's what takes 'em so dang long t' make 'em. They figger that only th' fools that sit around a'hollerin' 'bout th' law will have t' live up t' it. They know that them that has eyes t' see, an' seein' understand, will soon find a way t' slip through. An' them fellers is usely lawyers like themselves an' got t' make a livin' like th' rest o' us.'"

"Date, he stopped stompin' around, an' set down an' he says t' me, he says: 'Dunn! I reckon I'm one o' them there howlers, an' if this here law passes I'm comin' over an' lissen while you do th' thinkin'.'"

LITTLE TIPS FROM "JIM DUNN"

If everybody got rich in th' grain bizness there wouldn't be nobuddy t' sell out t'.

If ya gotta have a bad scale in a elevator, have it in th' other feller's.

Machine husked corn is 'bout as much like hand



ORIGINAL WAREHOUSE AT ALGOMA

distance of 81 feet since being dumped into the first hopper.

The manager of the company is Frank Jansky, and the officers in 1924 include Moses Shaw, president, and Jacob Blahnik, secretary.

INSTALLATION AND MAINTENANCE OF MOTOR TRUCK SCALES*

BY A. F. HAINLIN

Much has been said and almost as much written with reference to the necessity of proper installation of scales, and the care that should be given to them after they are installed. Nothing I might say will add to the knowledge of the engineering world on these questions, but from the point of view of the scale inspector there seem to be just a few points where there is either a lack of specific requirement or a lack of general understanding as to the importance of proper installation and maintenance.

To secure good weighing results it is indisputable that four things are necessary: First, a good scale of the type and capacity suitable for the service required of it. Second, a foundation and installation that is substantial and this includes a reasonable degree of permanency. Third, care and prompt attention to faults that may develop with use or abuse. Fourth, intelligent and careful usage.

There can be no denying the fact that if any one of these factors is neglected, the result desired is not attained, but this brief discussion is confined to the second and third only.

I have heard it remarked by a man considered to be well versed in scaleology, that a poor scale on a good foundation was superior in most instances to a good scale on a poor foundation. My experience leads me to believe that he was right. Our experience further leads us to know that proper installation is becoming more recognized as being the first essential of good weighing, but there is still room for improvement. It is not at all uncommon to find owners who recognize the need of modern scales of a much higher cost than those which were suitable in the past years, to attempt to save part of the increased cost by cheapening the installation. False economy never had a better illustration.

There is a possibility, however, that the users

be no doubt that at least there is left a wide opportunity for an honest difference of opinion as to what constitutes "firm and substantial."

I well realize that there are difficulties in the formation of specific requirements covering scales of various capacities, for width and depth of foundation wall, for clearance between the levers and floor of the pit, for provision for entering the pit, for cleaning and inspection, for prevention of the accumulation of water and dirt, and for all the other factors that may enter into the question of proper installation. The fact remains, however, that without precise and definite regulation of these questions, the inspectors are handicapped as well as the owners, by having to rely on their own individual judgment.

The matter of protective housing is another point which appears to be somewhat neglected. We have all experienced the situation which is more common we believe in this western part of the country than in the eastern part, where it has been impossible to test scales because of high winds to which the devices are too often entirely exposed. It must be true that the users of these scales cannot wait for calm days in which to do their weighing and there must be a resulting loss of accuracy. This is especially true in the case of stock scales which are additionally handicapped by the retaining fence built on the platform of the scale. In many cases, the cost of scale housing would, in the protection afforded the scale and the accuracy gained in weighing results, pay for itself many times during the life of the scale proper. It probably would be difficult to classify scale installations so that housings could be required in those cases where it was most essential, but it is possible that through the influence of those who are working disinterestedly for better weighing results, a large proportion of the scale users have voluntarily done such things as are necessary to their best interests.

Proper installation of motor truck scales naturally tends to reduce the time and labor necessary for proper maintenance, first because the scale properly installed needs much less care than is otherwise the case, and second because in a proper installation provision is made for giving such care as is required. No inspector, however low he may be classed at times, cares to crawl into a dirty, slimy pit where there is just room for a starved rat to move around; and it seems only reasonable to assume that if the owner of the scale has too

*An address delivered at the annual meeting of the National Scale Men's Association, in Minneapolis, June 11, by A. F. Hainlin, of the Minnesota Weights and Measures Department.

husked as a bull thistle is like bologna. Don't sell one an' try t' deliver th' other.

If things are goin' slow an' ya're gettin' worried, go fishin' a while. Th' nearer ya get t' Nature th' natcherler ya'll get.

It's all right t' pay as much as th' other feller, but not more. When ya get it th' other feller's price, ya know ya got 'em comin'.

Ya get only when ya give in this here world. Give every customer th' best service ya got, an' they'll give ya a balance in th' bank.

It's a long way t' Tipperary, but ya don't have t' go there if ya got a K. K. K., in your neighborhood.

Some fellers spend more for whang leather than other fellers spend for new belts. An' they lose their standin' in church besides.

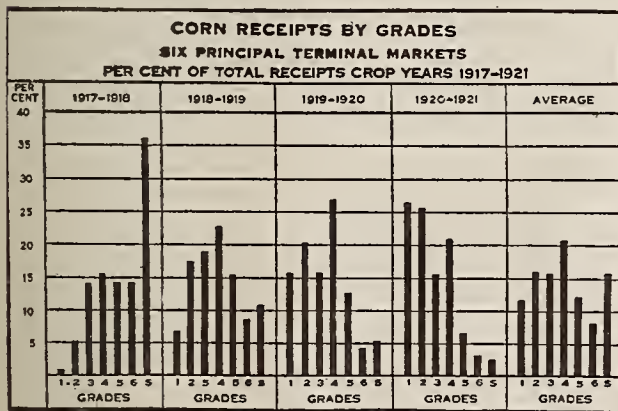
Th' P'lice Gadgette an' such are all right between meals, but for real, bizness buildin' food take your trade paper reg'lar.

FACTORS IN THE GRADE AND VALUE OF CORN

The proportion of corn receipts inspected at the terminal markets from 1917 to 1921 which met the requirements for grade No. 1 ranged from 1 per cent to 27 per cent of the total crop. The remaining portion of the corn fell into one of the lower grades and was consequently sold at a reduced price. The money loss to the producers resulting from marketing corn which does not meet the requirements for grade No. 1 is very considerable each year. A very large portion of this loss can be saved to the producer by better handling of the corn on the farm.

Most of the corn which fails to meet the requirements of grade No. 1 usually receives one of the lower grades because of a single factor, although some lots are assigned the lower grade on account of two or more grading factors. The maximum moisture contents permitted in the Federal grades of corn from grade No. 1 to No. 6 are 14, 15.5, 17.5, 19.5, 21.5, and 23 per cent respectively. Inspection statistics show that very large quantities of sound high grade corn are each year permitted to go out of condition.

Musty, sour, and heating corn, factors which cause corn to grade No. 6 or Sample grade, are each caused by natural fermentation resulting from storing high moisture corn without proper ventilation. This condition can be practically eliminated on the farm and at the country points by storing in such a way that the corn will be protected from the weather and particularly by providing sufficient



ventilation through the mass of the corn. A low moisture content will also permit assigning to it a higher grade which results in high price, as well as preventing the corn from going out of condition.

"Damaged kernels" account for a very large share of the low grades. Such damage starts in the field and is added to at each step in the movement of the corn until it is finally consumed. The maximum amount of damaged kernels permitted in grades Nos. 1 to 6 are 2, 4, 6, 8, 10, and 15 per cent respectively.

Of the many ways to prevent loss from this cause may be mentioned, the growth of sound, early maturing and disease resisting varieties, segregating the damaged ears at time of husking and again

at time of shelling, the storing of corn in well and thoroughly ventilated cribs on the farm and at the country points and also by the artificial drying of soft or damp shelled corn when it reaches the terminal markets.

Heat damaged kernels are the final result of natural fermentation resulting from storing high moisture ear corn in poorly constructed and poorly ventilated places, or of storing or shipping high moisture shelled corn in bins, railroad cars, or ships. They are also occasionally caused by external heat as a result of fires. The preventive for heat damage caused by natural fermentation is the same as for musty, sour and heating corn already described for moisture content. The maximum amount of heat damaged kernels permitted in grades Nos. 1 to 6 are 0.0, 0.1, 0.3, 0.5, 1.0, and 3.0 per cent respectively, from which it will be seen that the grades are very strict on this factor.

Foreign material and cracked corn, defined as a factor in Federal corn standards, reads, "foreign material and cracked corn are kernels and pieces of kernels of corn, and all matter other than corn which will pass through a metal sieve perforated with round holes $\frac{1}{8}$ of an inch in diameter, and all matter other than corn remaining on such sieve after screening." The maximum amounts permitted in grades Nos. 1 to 6 are 2, 3, 4, 5, 6, and 7 per cent respectively.

Foreign material and cracked corn are mostly the result of shelling corn not in proper condition for shelling, shelling with poorly constructed or improperly adjusted shelling machines, too fast drying with too high heat in the artificial drying of corn, and the subsequent handling through the elevators. Cleaning the corn at the farm or the country elevator before shipping it to the terminal markets would reduce the total weight slightly, but would save cracked corn for feed, and what is more important, would often raise the grade and the market value of the cleaned corn when it reaches the terminal markets.

Live weevils or other insects injurious to stored grain when found in commercial lots of shelled corn cause the corn to grade Sample grade. After August 14 such corn will be assigned to its regular grade, but designated as "weevily."

When live weevils are present in great numbers and left undisturbed long enough they will also cause the corn to grade Sample grade on account of its being of "distinctly low quality" even though the corn is fumigated to kill the weevils and their larvae. Weevil-bored kernels become moldy and are classed as "damaged kernels." They also reduce the test weight somewhat, the amount depending on the number of kernels affected and the degree to which the inside of the kernels has been eaten. Here again the losses may be great.

The remedy for weevily corn after it has been harvested and put in storage is to fumigate the corn with a good grade of carbon disulphide or other effective fumigant. To do this successfully, during the fumigating process the corn must be confined in a tight and comparatively shallow bin, box car or other container which will retain the fumes from the fumigating material long enough to effectively kill all of the weevils in the grain. Such fumigation affects the weevil eggs that are lodged in the kernels but little and it is often necessary to repeat this process in a few days to kill the weevils that have hatched out since the first fumigation was applied. Thousands of carloads of commercial shelled corn are every year graded as Sample grade on account of the presence of live weevils, but are subsequently raised to a higher grade after fumigation.

Class (or color) will also affect value, and either white or yellow corn will usually sell at from one to two cents a bushel more than the same grade of mixed corn; the planting of seed corn from pure varieties of either white or yellow corn will produce corn meeting the requirements of these classes.

These various factors are all discussed in detail, recent mimeographed pamphlet of the Bureau of Agricultural Economics of the Department of Agriculture. The facts were compiled by E. G. Boerner,

grain supervisor, and C. Louise Phillips, scientific assistant, the title of the publication being "Handling Corn for High Grades."

NEW CONCRETE ELEVATOR AT WESTPHALIA, IND.

At the hub of the famous Paw Paw Bend and the Medley Marsh is Westphalia, Ind.; and it is at this point that a new elevator has recently been completed by the Wabash Grain Company, of Oak-town, Ind. R. Clodfelder, who is the sole owner of the plant, has been in the grain business all his life, having started in a small way.

The elevator at Westphalia is located on the P.



ELEVATOR OF THE WABASH GRAIN COMPANY,
WESTPHALIA, IND.

C. C. & St. L. right of way, and was erected by Polk Genung Polk Company, of Fort Branch, Ind. It is a concrete structure of monolithic concrete, and comprises four compartments, three of which are for grain. The remaining one is used for the elevating machinery, man-lift and other equipment.

The inside diameter of the tank is 20 feet and there is a basement, eight feet in depth, under the entire tank. This is used for the corn-sheller, elevator boot, and other similar apparatus. The work house is on top and has a 19-foot ceiling, housing the cleaner and automatic scale.

The total height of the structure is 78½ feet, and the depth of grain bins is 48½ feet. The storage capacity of the elevator is 10,000 bushels, the receiving capacity being 1,000 bushels per hour and the cleaning capacity the same. The walls are six inches thick and the roof is also of concrete.

The cleaner is a gyrating Western, and the corn-sheller, made by the same concern, has a capacity of 1,000 bushels per hour. The weighing equipment includes an automatic and a truck scale. The automatic scale is four-bushel size and the truck scale has 10-ton capacity.

The plant has a belt drive, and uses a 25-horsepower oil engine.

The approximate amount of grain handled annually in this elevator is expected to be 100,000 bushels, all of which would be either wheat or corn.

MOISTURE CONTENT AND TEST WEIGHT OF CORN

The test weight per bushel of corn increases as the moisture content of the corn is reduced by natural drying. In some recent tests a large sample of corn was dried from a moisture content of slightly over 19 per cent to a moisture content of 10 per cent. At the beginning of the experiment, when the sample tested over 19 per cent of moisture its test weight was something less than 50.4 pounds. When its moisture content was reduced by natural drying to 17 per cent, its test weight increased to 52.2 pounds, which is an increase of 1.8 pounds. By the time it had been dried down to a moisture content of 10 per cent it increased nearly three pounds in test weight per bushel.

Hints for the Elevator Millwright

Big Ben Makes Some Useful Suggestions for Summertime Around Elevator and Home

By OLD TIMER

UNDER the stairs, in Mr. Marston's elevator, where Big Ben Davis was millwrighting, there was a sort of "dog-hole" which contained a little of everything, a good deal of dust, but mostly old elevator buckets which had been cracked, split, or completely busted into cocked hats. Once in a while, Big Ben would clean out everything from under the stairs and send a barrel or two of damaged buckets to an oxy-acetylene welding shop, from which the buckets came back good and strong, and with them a bill about as big as a barrel of buckets!

One day, Big Ben visited a neighboring band saw mill and was much interested in watching the filer make a joint in an eight-inch band saw by filing, lapping and brazing the ends of the saw together. The way the brass (or spelter) took to the steel, interested Ben greatly. He asked the saw filer all kinds of questions about brazing, and acquired a pretty good idea of that work during his visit, which only terminated when the noon whistle blew, much to Ben's surprise! In this time he had learned something.

The filer showed Ben how to make the laps, how to use the borax and the spelter—soft brass will answer nicely, but is not as convenient to use—the spelter being nicely granulated so that much or little can be placed over the joint to be brazed. When the filer riveted two bits of steel together, brazed the joint and then hack-sawed it apart, Big Ben was astonished when he saw that the brass had penetrated through the entire joint, even along the tightly driven rivets!

"I'll mend some elevator buckets with that brazing business," said Ben to himself as he made his way homeward that afternoon. And he did. He chiseled, filed and hacksawed broken parts out of an elevator bucket, fitted in new pieces, which he held in place as best he could, either by fine iron wire, or by driving a few rivets in holes made half in the new patch and half in the old bucket-metal. Such holes were quickly made with a three-cornered file. Ben knew that if the rivet didn't fill the hole, that the spelter would do so, and he kept at the job till he finished it.

Big Ben soon had a bunch of elevator buckets mended up, and they certainly looked fine, and apparently as good as new. He quickly learned the trick of brushing off all superfluous brass while it was melted, just the instant after it had run. An old file or a bit of square steel did the scraping act nicely, so that very little filing was necessary after the mended buckets had cooled.

But alas! Big Ben was down in the mouth very soon after some of his mended buckets had been put to work upon one of the receiving elevators. The fine looking patches came out very soon, and only a slight catch was necessary to break one of the mended buckets. Ben held a post mortem over some of the patched buckets which had failed so quickly, and found that every one of them had been mended well, and that in every case, the new break was right through the brazes between buckets and patches! So he sat down to figure out what had been wrong.

"I've got it," almost shouted Ben, as it finally dawned upon him as to what made the mended buckets break again:—"Brass isn't half as strong as steel, and the thin brazes cannot stand the stress which comes upon them. I'll make lap joints between patches and the buckets, same as the filer did with his band saws. Then there will be five or six times as big a brass surface in the joint as there is when the pieces are butted together same as I have been doing, and then, I'll bet the joints will hold!"

Ben chipped and filed for a couple of hours before he got a patch fitted to suit him. But when that piece was brazed into the bucket, Ben pounded on it with a hammer for some time,

and even bent the braze, without any signs of its tearing loose. The lap joint did the business!

Ben started to chip and file a lot more broken buckets, and to chip and file patches therefor, the patches being cut from buckets which were too badly damaged to be worth mending. But, before Big Ben had fitted the second patch, he laid down his file, looked over the pile of buckets and estimated how long it would take him to chip and file all those buckets and the necessary patches therefor! The outlook surely discouraged Ben very much! He could see weeks of hard work in that pile of buckets, and he did not wonder any more, why the oxy-acetylene welder's bills were so large for buckets repaired by that process.

Big Ben "kept up a devil of a thinking," then he fitted some required patches to a bucket so they would fit snugly outside of the broken places, and

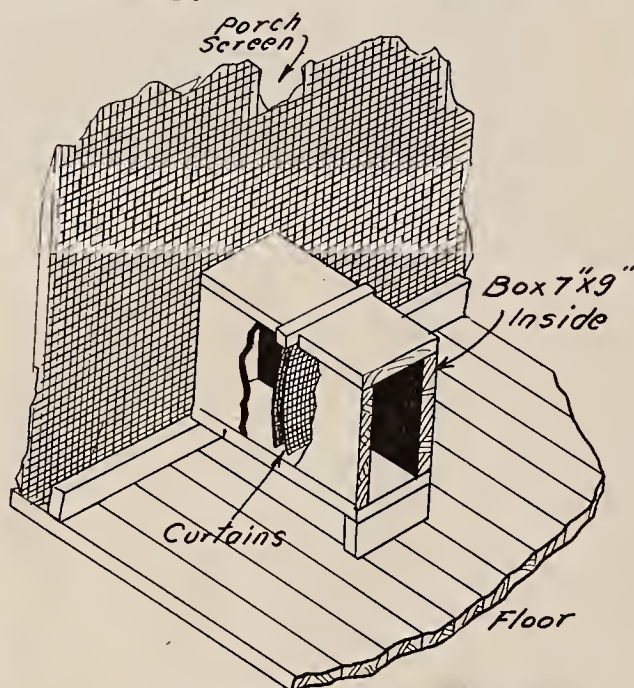


FIG. 1—FLY-PROOF CAT EXIT

lie snug against the bucket, all around the break. Then Ben took that bucket upon a small grinding wheel and very quickly scarfed the edges all around the break, the taper beginning at a mark which was scratched around the patch while it was in position against the bucket.

Next, Ben scarfed the inside of the patch in the same manner, making the bevels same as those on the bucket. In a very few minutes, that patch had been scarfed to a good fit against the bucket, and Ben laid it in place and started to braze it solid against the steel of the bucket. But here, Big Ben met another surprise. He could not, to save his head, make a good braze between that patch and its bucket. Sometimes the patch would "stick" slightly in one or two places, but a slight hammer tap would knock off the patch.

Ben wrestled with that brazing business for several days, without obtaining a single good joint. Then, one day, he filed off all the old spelter from both bucket and its patch, tried another braze, and—drew one which was perfect in every portion of it! But the next ground patch wouldn't braze, but took readily after Ben had filed off the brass left from the mis-braze.

Ben did some more hard thinking, then he fitted up some more buckets and patches with the grinding wheel, which was carborundum or of some similar material. Then Ben went all over the scarfs with file or scraper and removed every bit of the surface left by the grinding wheel. He did not go deep. Found a thousandth of an inch was enough, and that after the surface had thus been gone over, he obtained a perfect braze each and every time!

"I dunno what was the trouble," said Ben when telling about the matter later, "but it sure seemed as if the grinding wheel burned or glazed the surface of the steel so that brazing could not adhere

to it any more than glue can stick to a greasy surface!"

* * *

"They use so many bolts in this elevator" said Big Ben one morning, "that it seems as though I spend half my time heading and threading bolts and rods for this thing and that!" Then he continued:—"I know, by gum, that I worked on bolts more than nine days last week, so help me witch-grass!" Ben don't head and thread bolts any more. Told me recently, that he hadn't headed a bolt for a month, yet he says they are using as many as they ever did, with their everlasting changes and improvements.

Here is how Big Ben dodged the bolt threading and heading. He put in requisitions for a lot of threaded bolt ends, dozens of them, of each standard size of bolt used, from half-inch up to one inch. Then he also obtained an equal number of stub heads, forged heads with a few inches of rod on them. There was also ordered a lot of steel rods of standard sizes to match the short threaded ends and heads. Now, when Millwright gets a call for a lot of long bolts, he simply welds the short ends to pieces of rods of proper length, and there are the required bolts, all ready almost before rods could have been measured and cut off for making bolts by the old process of heading and threading!

* * *

One day, when Bill went home to dinner, he found his wife up and at it in regard to the house cat. "I do wish that cat would stay either in the house or out," sighed Mrs. Bill as she walked the length of the great kitchen and opened the screen door for puss. "Seems as though I have opened that door 50 times today for that cat!" The rear porch of Bill's house was screened, the wire being nailed at the bottom, to an edgewise strip of wood upon the floor, and about 3 inches wide. Bill made a little box, open at each end, about 12 inches long and 7 by 9 inches inside.

A strip three inches wide was nailed to front end of the box and laid edgewise upon the floor, while the far end of the box rested upon the board to which the lower edge of the screen was nailed. The box was nailed fast in that position as shown by Fig. 1, then the screening was tacked to the end of the box, after which a 7 by 9 inch opening was cut through the wire screening.

A space one inch wide in middle of top of box had been cut away, and fitting snugly into that opening was a strip of wood as shown! Tacked to the under side of this strip, was a piece of cloth which had been cut 8 inches wide and 20 inches long. It was folded crosswise in the middle and so tacked to the strip of wood, that both ends of the fabric hung down as shown in the illustration. When puss walked through her "exit," the cloth was pushed up and aside, but fell again behind the cat, effectively preventing flies and mosquitoes from entering through the cat exit.

When it was desired to prevent cat passage, the bit of wood with cloth attached, was removed, and a bit of board, which Bill had made to fit, was slipped down into the box through the hole at the top, effectually preventing passage through the exit. "I declare" said Bill's wife, "That contraption of yours has saved me a mile of walking already." Twice, Bill found it necessary to push the old cat forcibly through the box, but after that, the cat caught on and came and went readily through the exit. Bill allows that he is going to screen his millwright room in the elevator and put in one of these "cat exits" to out of doors, and one to inside of the elevator, for use of the bin-house cats.

FROM now on not only the United States, but every other grain exporting country must recognize Russia as a factor of commercial importance, says a recent Government report. With an acreage about equal to or slightly in excess of last year and with crop conditions much less favorable it would seem that Russia will not be able to export more grain this season than last year and probably not as much.

THE EXPORT TRADE IN GRAIN*

GRAIN INSPECTION

For the most part Canadian grain passes through New York on Dominion inspection. If inspection is required it is made on United States official standards and not on Canadian standards.

All inspecting covering corn, wheat, oats, and rye is under the United States grain standards act, by licensed inspectors who grade in accordance with the official standards. Domestic grain is inspected before unloading from cars or canal boats. The grain is again inspected into ocean vessels when exported.

In order to draw any definite conclusions regarding the effect of grain inspection on the price received by the producer of surplus grain, a brief discussion of the history of grain inspection is desirable.

In the beginning of our export grain trade our cereals were sold by sample or type, and the foreign buyer depended largely on the reputation of the exporter to furnish samples and shipments of fair quality and condition.

Later there was developed a system of selling grain abroad on the basis of "fair average quality" contract. Under these contracts any disputes as to quality and condition of the grain on arrival in foreign markets had to be arbitrated in Great Britain, usually in Liverpool or London. Because of the fact that great risks were involved and careful examination of shipments were requested by interested parties, this system undoubtedly placed the American producer at a distinct disadvantage.

It was at this point that the American merchant, through the medium of the various trade organizations, performed a great service to the farmer in establishing a grain-inspection system by which hundreds of millions of bushels of grain were sold abroad during many decades on the basis of American "certificates of inspection final."

This system was devised in order to do away with the necessity of personal examination of shipments by interested parties. It placed the inspection in the hands of disinterested experts who devoted all their time to grading and classifying grain under trade organization supervision. It served its purpose in reducing the hazards and narrowing the margin between producer and consumer.

An important detail of this system was that each market had its own standard, based on the quality and condition of the grain produced in the particular section or sections of the country from which the market drew and with reference to the climatic conditions of that section and the trade it served. This phase of the old inspection undoubtedly gave the producer of the bulk of our grain a price advantage. As an illustration, the average moisture content of a particular crop of corn is 16.5 per cent. Such corn, routed to the northern European consumer through a United States port having fast ocean steamers and enjoying favorable climatic conditions, could be laid down to a satisfied consumer as No. 2 corn. To make this corn carry through all routes to all consumers it was necessary to reduce the moisture content for No. 2 corn to 15.5 per cent. If the 16.5 per cent corn were sold as No. 3 to the same consumer in northern Europe through the same American port, the fact that it was offered as No. 3 would be reflected in the price. It is not practical to modify contracts as to grading factors.

However, the United States Grain Standards Act (1916), authorizing the Secretary of Agriculture to establish standards uniform throughout the United States, was brought about very largely on account of the desire to have uniform standards uniformly applied in all markets and by all inspectors.

Uniformity in inspection in markets drawing from the same sections and serving the same consumers is very desirable, and while it is an enormous and difficult task, the Office of Federal Grain Supervision has made great progress, and with con-

tinued experience should ultimately obtain satisfactory results.

The administration of the Federal Grain Supervision should allow of enough flexibility in grading to insure uniformity between markets on the same parcels. Otherwise the added risk to the merchant will certainly be reflected to producers. This is our greatest problem.

Instead of one board of review covering the whole country, a special export board composed of three practical export men should have supervision of export shipments from Atlantic and Gulf ports.

The elimination of as many technicalities as possible in the grading rules and standards is essential in any practical grading system.

In short, the problem in the export markets is to facilitate the flow of grain by doing everything possible (that is consistent with good and honest grading) to permit the marketing of the surplus in competition with other producing countries.

(To be Continued)

GREECE AS AN IMPORTER AND
PRODUCER OF CEREAL GRAINS

Owing to the political upheaval and the disastrous war with Turkey, business throughout Greece was very unsatisfactory in 1923, and is little better at present. The government's financial condition has grown worse, principally on



GRAIN ELEVATOR AND HAY MARKET, SALONICA, GREECE

account of the enormous expenditures for military operations in 1922 and early 1923.

While agriculture is the most important industry, Greece imports considerable grain and flour. The present agricultural area as compared with the area in 1914-15 has shown little change. The production of wheat, corn and rye has decreased to a slight extent, whereas the production of barley shows a slight increase.

Exports fell off in 1922 and 1923 as a result of measures prohibiting the sale of foodstuffs. The year 1922 showed an increase as compared with 1921 of 20 per cent in the quantity of exports, with a resulting increase in the total value of exports and marked decrease of the unfavorable balance of trade. Trade between the United States and Greece has been far greater since the war than before that period, but showed a decided decrease in 1922.

Imported cereal grains in 1914 ran to 146,499 metric tons, against 322,301 in 1922. In value the only commodity to nearly approach cereals as an import was coal.

The accompanying illustration gives some idea of the facilities available for handling farm products in Greece, and shows one type of elevator and hay yard, at Salonica. While the amount of such produce handled is large, the situation is in a measure relieved by the fact that railroad transportation is fairly good, mostly state owned and operated; and the merchant marine of the country last year showed a registration of 566,000 tons, among 1,533 vessels. Of the industrial concerns, numbering 434, there are 177 producing foodstuffs.

HINTS FOR THE ELEVATOR MAN

BY R. SCOTT HILL

THE ELEVATOR CAT

Personally I don't like cats, and have never cared to handle them, but there is no gainsaying their value around an elevator. Rats, if left unchecked, do an endless amount of damage in an elevator: they not only destroy grain, but they chew holes in sacks and even through bins and spouts. In many cases they also destroy the records and stationery in the office. But they won't stay around long if the elevator becomes the permanent home of a good cat.

If the elevator is pretty well overrun with rats, assist the cat at the start with a supply of traps. There are some very good ones on the market at the present time, which catch great numbers of rats in a single night. When the number has been reduced so the cat can take care of them, the balance will soon leave and will not return while the cat is kept in the elevator.

QUESTIONS AND ANSWERS

H. H. A.—If the insurance company has ordered you to remove your gravity-feed engine (and you can't blame them, as gravity-feed engines are no longer permitted in an elevator) there is only one way that I can suggest for you to use it until you can get yourself in shape to purchase a new one. If your line shaft runs near the ceiling of your

working floor, you can extend this shaft out through the end of your elevator by means of a coupling. Then sink a couple of stout posts in the ground, in inverted V shape to support a bearing for the end of this shaft. When you have put a pulley on the end of this shaft and set your engine a sufficient distance to either side, so that the belt will not pull straight up and down, you have only to belt up and you are ready to go. This, of course, is only intended as a temporary arrangement, and would be very undesirable in the winter time. I should strongly advise that you arrange your finances so as to be able to purchase an engine that will conform to regulations—and have it installed properly as soon as possible.

J. E. N.—You need have no fear of offending customers by sending them statements of account frequently, although you should send them in regular periods. It quite frequently happens that customers take offence when their account has been allowed to run a considerable time without a statement being sent them. This is because the account has entirely slipped their memory, and being called to their attention at a late date, makes them feel as though they are paying for something they never received. They would look at it altogether differently if they had been reminded sooner. Sometimes there has been an error, and sending a statement promptly makes it easy to adjust the matter while it is fresh in the minds of both.

ALL elevators at Vancouver have been exempted from taxation this year as an encouragement to new building.

*The results of a survey by the Department of Commerce on the methods and possibilities of shipping grain abroad. Continued from page 817, June AMERICAN GRAIN TRADE.

THE AMERICAN ELEVATOR AND GRAIN TRADE

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ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

Official Paper of the Grain Dealers National Association and of the Illinois Grain Dealers Association

CHICAGO, ILL., JULY 15, 1924

THE BIG ELEVATOR MERGER

DEFINITE plans for taking over the physical properties of five of the largest elevator operators in the country by farm organizations headed by the American Farm Bureau Federation, have not been settled, but the committee appointed by the farm interest has reported favorably on the general scheme. It is expected that details will be worked out and final settlement made within a few weeks.

The grain firms in the deal are the Armour Grain Company, the Rosenbaum Grain Corporation, Rosenbaum Brothers, J. C. Schaffer & Co., all of Chicago, and Davis, Merrill & Noland Company of Kansas City. Besides the properties of these concerns, the American Farm Bureau Federation plans to also control about 1,000 country co-operative elevators. The cash transaction will involve \$10,000,000 to \$12,000,000, but, of course, this will not pay for all the properties. The financing is one of the details that remain to be worked out. A corporation will be formed, the control of which will reside in a board of directors made up of representatives of all producer interests. The active management of the properties has not been determined upon.

Should the plan be carried out in all particulars the farm body will have facilities for handling grain at all stages, from the farm to terminal and export elevators. No doubt it can get all the financial support it requires from the various Government credit agencies, and it will be in a position to demonstrate its contention that farmers can save money by handling their own grain to the consumer.

The plan is comprehensive enough to make the test decisive and the Farm Bureau has everything in its favor that should make for success.

If the management of the undertaking is put in the hands of experienced, non-partisan business men it will be a success. If the control is given over to demagogues and professional organizers whose experience consists in making unfulfilled promises, then inevitable failure is in store; the Government will hold the bag; and the tax payers will eventually foot the bill for the experiment. Under proper management the merger will not affect independent grain handlers. If the power resident in such a large undertaking is abused, it could easily ruin independent dealers while plunging to its own destruction. The outcome will be of surpassing interest to the trade for it is the most important development in many years.

1915-1924

DO YOU remember 1915, the cold, wet year, when everything started late but ended with a whale of a small grain crop, over a billion bushels of wheat? This season is like it in some respects, but there is not the wheat acreage there was then, nor the volunteer wheat, nor the comparative freedom from fly, bug, army worm and rust. We will break no records this year in spite of the improvement of prospects during June.

And keep in mind one other thing—the 1915 wheat crop was as unsatisfactory to make into flour as millers ever contended with. Fortunately in 1915 buyers were not choosy about flour. They took what they could get and said nothing. But now there is no war (except in the Democratic party) and flour will not stay sold if it does not act right in the dough. Wheat that is harvested and threshed dry will be in demand, while stained wheat is likely to be heavily discounted if millers find that 1915 troubles are being repeated. Do not take chances on poor wheat.

GUILTY

FARMERS are pretty well deluged with educational bulletins and pamphlets from the U. S. and State Department of Agriculture, and it is not to be wondered at that they become somewhat callous to intended effect of these publications. More spectacular measures are sometimes required to drive home an obvious truth. At a farmers convention in Tennessee, recently, a trial of a scrub bull was held, the lawyers on the opposing sides being law students of the State University. The plaintiff won and the bull was pronounced guilty of a whole string of charges which affect farm prosperity.

This plan might be worked up to advantage in farmer meetings with poor seed, a poorly baled lot of hay, weevil infested grain, or other culprits serving as the defendant. The trial could be planned to show up all the losses which follow in the wake of these things, and the case, in capable hands, could be made entertaining as well as educational.

One thing is sure; it would make a bigger impression on the farmers in attendance than a whole flock of bulletins. Some of you energetic grain dealers might try it out in your community and get after your pet peeve until even the most stubborn farmer pronounced it "Guilty."

STATISTICAL DISCREPANCIES

CANADIAN and American shipments of wheat to the United Kingdom during the last crop year were 210,000,000 bushels according to our export figures. Receipts in Great Britain, however, show only 120,000,000 bushels. This discrepancy is accounted for in the diverted cargoes or resales which do not appear in the British figures. A more serious mixing of statistics arises from the British custom of allotting to a country all grain shipped from its ports, regardless of the point of origin. Canadian grain shipped from our ports is all counted as United States grain in the British records so that a comparative check is impossible.

So far as general results are concerned this confusion of figures is of little importance. The world's export surplus is measured against world demand to set the price, and so long as the United States and Canada both have an exportable surplus, they share the general effect of world conditions. The two countries ship from 135,000,000 to 235,000,000 bushels to British account, with Canada having the big end of the division ever since 1921. That need not trouble us so long as we maintain the proportionate shipments out of our own exportable surplus.

BULLISH CROP NEWS

WITH a corn crop of 2,515,000,000 bushels, as against 3,046,000,000 last year, according to the Government July estimate, there is ample reason for the substantial increase in values which has been noted recently. We have no exportable surplus of corn so that domestic conditions have far more effect on price than wheat, which has to compete in world markets and rise or fall with world demands. While the total acreage of corn is 101.4 per cent of last year, the condition is only 72 as against an average of 85. Of course the condition can be materially improved during the next two months, but only miraculous weather could make up the present 531,000,000 bushels shortage from last year.

Our wheat prospects improved 47,000,000 bushels during June, bringing the expected yield to 543,000,000 Winter wheat and 197,000,000 Spring. This is a total of 46,000,000 under last year which is less important, so far as price is concerned, than the fact that the Canadian prospects are far below last year. The July estimate last year for all wheat was 821,000,000 bushels, 35,000,000 greater than the actual harvest, so it is quite certain that demand will be sharp during the full growing season.

Oats, with a prospect of 1,356,000,000 bushels, is 56,000,000 ahead of last year; barley promises 28,000,000 less, a total this year of 170,000,000; while rye is about the

same as last year, improving over 2,000,000 during the month and with a present prospect of 64,800,000 bushels. On the whole the crop report was distinctly bullish and the market immediately took cognizance of it.

WHEAT POOLS ARE SICK

WHEAT pools reached the crest of their wave of popularity two years ago. Failure to bring market prices for wheat to those who signed up has made the going rather hard for organizers. The drive in Kansas failed, and in Indiana it fell far short of the expected result, although there are said to be enough signers to make possible another experiment in that state. There is nothing to indicate that success will be any greater in the Hoosier state than it has been elsewhere. Organization and administration costs have taken their toll and will continue to do so. In Indiana the dealers who handle wheat will be protected by a contract drawn up by a committee of the Indiana Grain Dealers Association. If every dealer uses this contract he can handle pooled grain without too great hazard. If any losses occur to the poolers through mismanagement the dealers will not have to hold the bag.

The experience in marketing which the farmers are getting through their pooling operations is doing more than anything else to prove to the farmers that there are not excessive profits in the grain business; that there are overhead costs in handling grain which cannot be avoided; that the difference between buying price and selling price does not represent clear profit; and finally, that grain dealers are the best friends the farmers have. Of course this latter point penetrates slowly where paid organizers have vilified and abused the dealers as a means of getting converts at \$10 each. But reluctant as farmers are to believe it in many cases, the number who look upon grain dealers as friends whose prosperity is tied up with their own, is increasing. The trade could hasten this understanding by systematic and well devised propaganda, and the effort would be worth while.

EDITORIAL MENTION

Corn is late and a lot of damp stuff is quite likely to appear. The elevator with a grain drier will be able to save some money.

This year promises to be a big one for mixed feed. If you do not carry a line you will be missing out on considerable business.

The German Government, to placate the agrarian interests, has raised the duty on rye to 60 cents a hundred-weight, and on wheat to 72 cents. This will be good for the grain growers, but rather hard on consumers. The agrarians are organized politically, however, and are a real power. Politicians have little regard for economics, either in Germany or in this country. Their concern is merely

number of votes at the next election. The high duty will make the financing of grain sales in Germany more difficult for American exporters.

A gradual tendency toward bettered conditions has been observed—doubtless due to removing uncertainties when the Presidential candidates become known.

With a normal consumptive demand for corn of between 2,800,000,000 and 3,000,000,000 bushels, we will need a lot of oats and barley on the farms this year to make up the deficiency.

The hay crop is 90,100,000 tons, by present indications, or 1,000,000 tons more than last year. There will probably be less marketed, however, and the hay business should be prosperous.

Grain shippers in Illinois and Indiana would do well to make a careful survey of their neighborhood and, if necessary, make their plans to ship in grain to supply the feed demand, rather than have the elevator idle for much of the season.

The Queensland Pool, which is the only compulsory wheat pool operating in Australia, is being extended to cover the marketing of the 1924-25 harvest. The results of the 1923-24 season are not yet available, and it would seem that these results ought to have some bearing on the plans for extension.

It is inconsiderate of the grain markets to respond to the law of supply and demand, just at the time when so many patriots were planning their political campaigns by making promises for higher prices of grain through legislation. Present price levels will cramp their oratory and spoil the effectiveness of their appeal. But of course they still have the railroad and Wall Street to talk about.

Neither the Republican nor Democratic party committed itself to any definite program for increasing the value of farm products. This will be left to Mr. La Follette who is a great little promiser. He will assure farmers that he will better their conditions, and if he destroys our transportation facilities, our marketing system and our financial organization in the process, that is a mere detail.

On another page data is given from a study of the operation of farmers' elevators in the Middle West, by the Government. In an impartial analysis of conditions such as the one referred to, some of the latent weaknesses in systems other than individual ownership show up. Such faults, while they may be remedied in a large degree as experience is acquired, will always provide something to be watched with unusual diligence.

It begins to look as if Argentina will have a surplus of from 175,000,000 to 200,000,000 bushels of corn for export this year. The present crop is officially estimated to be the largest since 1915. Since the total annual imports of corn by the principal importing

countries have amounted in recent years to about 300,000,000 bushels, it is obvious that Argentina will be able to supply two-thirds of the world demand this year.

The farm conference at Minneapolis can be easily identified: It represents the interests who believe that you can legislate permanent value into produce. With this as a basis of its deliberation anything which the conference has to say is of no importance.

Rye shippers are far more confident this year than they were last. American rye had to compete with Russian exports last year, but growing conditions in Russia indicate that any exports of Russian grain this year will be at the expense of Russian lives, for near-famine conditions are not improbable in many districts. It remains to be seen whether the Soviet government will make this sacrifice for the sake of building up its foreign credits.

On July 11, a conference was held in Minneapolis by various farm organizations to revive the McNary-Haugen bill. The conference was called by our old friend George C. Jewett, who has lived off of the farmers for several years, but who recently resigned the general managership of the American Wheat Growers Association, but if the farmers show a disposition to be milked some more no doubt George will get back into the milking game. At the Minneapolis conference many farmers' organizations were represented, but it is questionable how great a proportion of real farmers were actually represented. Many such organizations are started by professional malcontents and that element continues to run them, while a large part of the membership is made up of substantial farmers who are radical only to the extent of the inertia which permits their acceptance of their self appointed leaders. We do not believe that the sentiment in favor of the McNary-Haugen bill is widespread nor very sincere.

Under the new sales tax the members of the Chicago Board of Trade will save over \$1,000,000 based upon the volume of 1923. The tax was decreased from two cents per \$100 of sales to one cent. Last year \$2,034,684.82 was paid in taxes. This was materially less than for the two previous years, before the Capper-Tincher Law was effective, as the average for the three years 1921, '22 and '23 was \$2,700,000. Board members are confident of a greater volume in business this year for two reasons: The psychological effect of the Capper-Tincher bill has passed to some extent; and the market itself promises to be strong with good advances and this attracts speculators. In addition, many country shippers who listened to the denunciation of the Board of Trade while the Capper-Tincher law was being enacted and stopped hedging their purchases, found that they lost considerable money. On an uncertain or declining market the shipper who refuses to use the protection afforded by hedging is a business suicide.

GEORGE B. WOOD
Buffalo

NEWS OF THE TERMINAL MARKETS

WM. N. ECKHARDT
Chicago

NEW WEIGHING CHARGES AT MILWAUKEE

The following weighing charges became effective at Milwaukee, Wis., on July 1: From railway cars, per carload \$1; for report on car conditions and car seal, 25 cents for each car unloaded.

HAVE ADOPTED WHEAT DISCOUNTS

The Pacific Coast exchanges have adopted the wheat discounts for new crop wheat, approved by the Pacific Northwest Grain Dealers Association. The discounts average about half for mixed wheats what they were for last year's crop.

SAMPLE MARKET ESTABLISHED

A sample market has been inaugurated at the Merchants Exchange, Portland, Ore. Eighteen of the leading grain firms of that market will participate. The sample business is conducted in addition to the regular contract call and the sample market follows the call board session.

NEW OFFICERS RECEIVERS ASSOCIATION

The Receivers Association of the Milwaukee Chamber of Commerce at its recent annual meeting elected the following officers: President, James P. Hessong; vice-president, W. C. Holstein; secretary and treasurer, E. L. Patterson; directors, John V. Lauer, E. H. Heimke, A. L. Johnstone, William Eitewier.

NO LONGER REGULAR

Due to the destruction by fire of a portion of Elevator "E" on the Chicago, Milwaukee & St. Paul Railway, at Milwaukee, Wis., operated by the Cargill Grain Company, the Board of Directors of the Milwaukee Chamber of Commerce recently declared the elevator no longer a regular house under the Chamber of Commerce Rules.

FIX ANNUAL DUES

The Grain Board of the Boston Chamber of Commerce, Boston, Mass., held a meeting on June 19 fixing the annual dues at \$3 per member. The Board also endorsed the proposal of the Chicago Board of Trade that the class of Yellow Hard wheat be eliminated from the Federal standard of grain grades, as this grain is said to cause more or less trouble while being of no benefit to the trade.

CORN PREMIUMS EXTREMELY HIGH

Of course, receipts are running extremely light at this time and the trade is prepared to absorb a much more liberal volume of grain of all kinds.

Corn is striking new high levels every day and premiums extremely high. However, we believe this is due largely to the extremely light run of offerings.

Oats are in excellent demand both from cereal millers and the shipping trade.—E. P. Bacon Company, Milwaukee, Wis., Market Letter of July 12.

CORN HITS TOP PRICE

Highest prices for corn of the season were reached in all deliveries during the past week. The Government report, forecasting 2,515,000,000 confirmed the most bullish private estimates. Our late reports indicate that the crop did not improve any in the first week of July. Last year's crop was 3,046,000,000 and the present supply of live-stock in the country is estimated to require about 2,800,000,000 bushels of corn, to make a normal balance. Sentiment in the trade seems to be that the present condition of the crop is so low that any change in the future is more likely to be improvement than further deterioration. The short

lived advance caused by the bullish Government report was followed by declines caused by reports of better growing weather. Weather in the next eight weeks will be an important factor in making the price.—Nat C. Murray, Statistician, Clement, Curtis & Co., Chicago, Ill. From Market Letter of July 12.

MR. SCHUH FOR CINCINNATI

Almost everybody knows that the Cincinnati Grain and Hay Exchange, Cincinnati, Ohio, will welcome the annual convention of the Grain Dealers National Association in September. That is to say, almost everybody in the grain trade. There will undoubtedly be some unfortunate persons who will not go to Cincinnati in September. These were born under unlucky stars and it were best that they get into the grain business without delay



SECRETARY D. J. SCHUH

so that they may participate in this important event. There will be much written about the convention in the various trade publications during the next two months. At recent state and national grain, hay, feed and allied meetings, D. J. Schuh, secretary of the Cincinnati Grain and Hay Exchange, has been extending some invitations to come to Cincinnati and participate, not only in the hospitality of that city, but in an epoch making convention which the fall gathering promises to be.

Mr. Schuh is a real inviter. He radiates sincerity. He makes you feel that the city wants you. He enfolds you with hospitality. There is no doubt left in your mind but that Cincinnati will afford three squares per day and perhaps revive "over-the-Rhine" to make certain a feeling of cordiality. Mr. Schuh reminds that committees are formed and

hard at work. He begs you to recollect that the dates for the convention are September 22, 23 and 24 and urges that it is not too early to formulate plans for attending this important 1924 gathering.

CORN THE BULL LEADER

There is no doubt much corn will fail to mature even under the most favorable conditions. The fact that cash corn prices have advanced to the present high levels without attracting a large amount of selling from the country would seem to indicate that bullish reports of the new crop have not been exaggerated. Heavy rains and an abnormally cold spring gave but little opportunity for replanting. Corn, therefore, is looked upon as the bull leader of the grain markets and should be able to withstand a large amount of selling pressure.—Southworth & Co., Toledo, Ohio, from Weekly Market Review of July 12.

SUGGESTS WHEAT CONSIGNMENTS

In this market receipts of wheat are very light with prices today quotable at about steady with yesterday. A year ago today Chicago had its first car new wheat from last year's crop, and a year ago tomorrow, the first car was received in the Indianapolis market graded 2 red and sold at 99 cents for a southern Indiana point. This year, it seems probable the movement will be from one to two weeks late with prices sharply higher than was the case a year ago. The present premium for old wheat is likely to disappear quickly as we approach the early movement of the new. We suggest immediate consignment of any old wheat that you may have left.—Bert A. Boyd Grain Company, Indianapolis, Ind. Market Letter of July 12.

ON PITTSBURGH MARKET

While receipts of all grades of hay cannot be considered heavy, yet apparently more than sufficient arriving to meet the exceedingly light demand, with prices gradually working lower. It is still requiring considerable effort to effect sale even on the best grades of Timothy hay. There is no demand whatever for Clover and Clover Mixed hay.

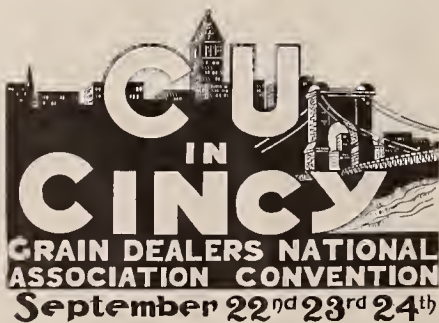
Receipts of straw are somewhat lighter; however, the demand is not urgent with prices steady. Receipts of packing hay still continue light with a somewhat better demand, and prices firm. Lower grades are not wanted at any price.

Receipts of oats still continue light; however, sufficient arriving to meet the light demand with lower prices prevailing, in sympathy with the western market.

Receipts of shelled corn continue light; however, sufficient arriving to meet the light demand with higher prices in sympathy with the western market. Receipts of ear corn are exceedingly light, with a good demand prevailing for the best grades. Lower grades of ear corn are not wanted at any price.—Samuel Walton Company, Pittsburgh, Pa., Market Letter of July 12.

URGENT DEMAND FOR CORN

Receipts of corn here recently have gotten down to very small proportions and prices have been advancing, reaching new high levels almost daily. The demand has been quite urgent and it has become a question as to whether industries will be able to obtain enough corn to run on. The favorable weather prevailing through most of the corn belt has enabled farmers to make good headway with their cultivating, but until this work has been completed, we cannot look for much of an in-



crease in the movement from the country. Farmers are also busy cutting wheat, and it will not be long before oats will be ready to cut, so we cannot expect any material increase in receipts or any continued heavy movement of corn from the country for some time to come. The latest reports regarding the growing crop are more favorable, but it is not likely that a big crop will be raised.

Receipts of oats have also been light and prices have been holding fairly steady. Weather conditions have been favorable for the new crop and there is every indication that the yield will be a large one.—*Mueller Grain Company, Peoria, Ill. Market Letter of July 12.*

GOOD SOUTHERN DEMAND FOR NEW CROP OATS

New wheat has not started to move in this section as yet. There are few oats grown in this section and what few are grown are consumed by the producers.

The demand from the South for oats is fairly good considering the unusually high prices and from reports we have received we look for a good demand for the new crop of oats.—*Hastings-Stout Company, Cairo, Ill. Market Letter of July 12.*

CORN POSITION VERY STRONG

The golden cereal has many friends. The Government report shows only 2,515,000 against 3,046,000 last year and 380,000,000 less than a five-year average. Around 93 per cent of the corn crop is consumed on the farms. Our people favor hog products. Hogs are too low compared with corn. Corn will be a bull market all year with the result hog prices must advance. With favorable weather balance of the season we might raise 2,750,000 of corn. Present price of December corn discounts considerable. Hog prices are reflected in lard and ribs are too low. We favor purchases of lard. Lard is traded in in contracts of 50,000 pounds. Commission charge for the round turn is \$20. Margin requirements for each contract \$500. Each 2½ cent change in the market is equal to \$12.50 on each contract or the same as ⅛ on 10,000 bushels of grain. Oats, due to the shortage in corn, will attract buyers on all breaks. Government makes crop 1,356,000 against 1,302,000 last year.—*C. A. King & Co., Toledo, Ohio, from Special Market Report of July 12.*

THE CONDITION AT DECATUR

Probably one-half of the wheat in Decatur territory is cut; shocks look fairly thick in the fields, prospect is for a yield of good quality fully equal in bushels to last Government report. Shipments of new crop are expected last week of July.

Cash corn is now selling here at prices equal to the best received for same in 1923. Argentine corn is quoted around 90 cents delivered in New York. Present corn prices are ruinous on the stock feeders, but new oats will help them out shortly.

Weather of the last two weeks has been very favorable to the growing crops in Illinois, until the last few days cooler than we generally figure as most favorable for corn. Some think that corn may turn out like the oats, viz., that on account of much cool weather oats did not attain a rank growth, but have stood up fine and now promise a yield exceptionally good in quality and quantity. Possibly the corn plant may not attain so much stature and foliage as usual, but may have better ears.

The corn crop is 10 days to two weeks late, the stand is uneven in growth and a good many hills missing and many low places in the fields drowned out entirely. Above factors are no doubt the basis of Illinois state report as of July first showing an estimate of about three-fourths the yield estimated July 1, 1923.

Our belief is that the last two weeks of good weather have greatly improved our corn crop prospects, the plant generally shows good healthy color. The farmer has been able to do a fairly good job of cultivation, probably two-thirds now laid by. The soil has a good reserve of moisture, and with good weather from now on an improvement on the

state July 1 report may be confidently looked for. As the price of old corn nears the dollar mark, farmers are showing more interest. One station reports buying 20,000 bushels this week.—*H. I. Baldwin & Co., Decatur, Ill. Market Letter of July 12.*

WILL THE FARMERS TAKE OVER TERMINAL ELEVATORS?

Preparations have been made, according to reports, for a proposed international co-operative grain marketing company, under the direction of the American Farm Bureau Federation. Heads of grain elevator concerns involved have not confirmed the reports, but it has been the general opinion that the concerns interested include the Armour Grain Company, Rosenbaum Grain Corporation, Rosenbaum Brothers, and J. C. Shaffer & Co.

These four companies control 50,000,000 bushels of elevator capacity in 14 cities. The valuation of their properties is generally estimated at over \$20,000,000.

A committee has been appointed by O. E. Bradfute, president of the American Farm Bureau Federation, to look into the feasibility of such a proposition. The local elevator consolidation has been under consideration at Chicago for some time, primarily for the purpose of cutting down overhead expenses. With four leading houses working as one it would be possible to eliminate considerable labor. The financing of the proposed new enterprise is one of the details which would have to be worked out by the Bureau.

However, it is said that the elevator companies in making their offer to dispose of the property included with the offer a promise to provide administrative officers and manage the business during the first five years.

Before the adjournment of Congress early in June when it appeared that the McNary-Haugen bill might pass, there was talk of elevator concerns having arranged to offer their facilities to the Government at a uniform price. The need of rigid economy has been felt for some time.

CHANGES IN MEMBERSHIP

Chicago.—The memberships of the following on the Board of Trade have been transferred: John S. Holmes, Edwin S. Skillin, Estate of Howard B. Jackson, Michael E. Tracy, James M. Hall and Leonard T. Harris. Memberships have been granted the following: George M. Rhodes, Dawson Luther Huff, James B. Johnston, James E. Edgerton, Chas. Goodwin and Dan Slife Disosway. Hugh N. Baird was suspended from the Board and F. W. Hammer, A. E. Bryant, and Oliver G. Owens expelled. Reported by Secretary James J. Fones.

Cincinnati.—Ralph Gray & Co., and W. L. Brown & Co., have withdrawn their memberships on the Grain and Hay Exchange. Reported by Executive Secretary D. J. Schuh.

Duluth.—J. E. Nelson was recently elected to membership on the Board of Trade. F. B. Getchell has withdrawn his membership on the exchange. Reported by Secretary Charles F. MacDonald.

Richmond.—Simpson, Bass & Co., and the Manchester Mills have been granted memberships in the Grain Exchange. Braner & Kasten have withdrawn. Reported by Secretary W. F. Green.

THE WHEAT SITUATION

The United States exported last season around 150,000,000 bushels of wheat, although it was accredited with a surplus of 225,000,000 bushels. Our July 1 carryover of approximately 105,000,000 bushels proves the estimate too high and it suggests a surprisingly heavy disappearance of wheat into domestic channels. Foreign authorities now estimate this season's United States exportable surplus at 144,000,000 bushels. We do not for a moment doubt that we shall be called upon for this amount and perhaps for a greater one, but we do believe that this wheat cannot be procured except at a material enhancement of values. The Canadian surplus is placed at 288,000,000 bushels which in our opinion is so far too high as to make actual world's requirements in excess of estimated sur-

plus. Canada, according to best authorities, will do well to garner a maximum of 350,000,000 bushels.

The Government raises its estimate on our total wheat crop to 740,000,000 bushels. It makes the Spring wheat crop only 197,000,000 bushels. This indicates a shortage of bread wheat for the Northwest. Millers who bought millions of bushels of Canadian wheat last year are now buying in the southwest. The import duty is prohibitive. Kansas is said to show higher yields than expected and grain of an exceptionally fine quality. Offers of 95 cents to the producer are not conducive to make him a free seller. With Russia not considered an important exporter, with European crops short of last year, but requirements as heavy, with North America promising a substantially smaller exportable surplus there is every reason to call your attention to the unusual merits of the situation. We believe that wheat this season is in a position to return to the farmer a profit consistent with the increased cost of production.—*Rosenbaum Grain Corporation, Chicago, Ill. From Week End Market Letter, July 11.*

TERMINAL NOTES

Articles of incorporation have been taken out by the Success Grain Company, Ltd., of Winnipeg, Man.

The Canadian Grain Exchange, Ltd., of Montreal, Que., recently incorporated with capital stock of \$50,000.

Fred Uhlmann, president of the Uhlmann Grain Company of Chicago and Kansas City, has returned to Chicago after a several months' tour of Europe.

The Greater Boston Grain Dealers Association of Boston, Mass., held its annual outing the last week in June at the Merrimack Valley Country Club.

The Ladish-Stoppenbach Company of Milwaukee, Wis., operators of the grain elevator at Jefferson Junction, Wis., has increased its capital stock to \$250,000.

Paul Kuhn, the well known grain dealer of Terre Haute, Ind., recently purchased at trustee's sale the property of the American Hominy Company at that point.

Joseph W. Smith has left the Kansas City office of Logan & Bryan of Chicago, Ill., to become office manager of the Kansas City branch of Thompson & McKinnon.

H. C. Gamage of the Moore-Seaver Grain Company of Kansas City, Mo., has been admitted to membership in the Wichita Board of Trade of Wichita, Kan.

Geo. A. Hax of G. A. Hax & Co., well known to the western grain and hay trade, has gone to a hospital in Baltimore for a complete rest and general treatment.

The Belt Elevator at East St. Louis, Ill., operated by Veninga-Newell Grain Company has been classified as regular under the rules of the St. Louis Merchants Exchange.

Charles Hill, formerly associated with the hay and grain firm of Ralph Gray & Co., of Cincinnati, Ohio, has formed a connection with Frank Maguire of that city.

John C. Husted, head of the firm of C. A. King & Co., of Toledo, Ohio, accompanied his young son and daughter recently to Vermont where they will be in camp for the summer months.

Frank W. Barr, who became manager of J. S. Denyven & Co., grain and feed brokers of Memphis, Tenn., after the death of Mr. Denyven a few months ago, has purchased the business.

C. C. Ogren has left the Imperial Flour Corporation of Wichita, Kan., to become connected with the Stevens-Scott Grain Company of that place and C. F. Caudill, formerly of the Stevens-Scott Company, has gone with the Imperial Mills.

The John W. Redick Company has been organized at Omaha, Neb., to take over all the assets and entire personnel of Mirriam Commission Company and will conduct a general cash grain business. Mr. Redick was formerly manager of the

Miriam Commission Company and is president of the new concern. Frank Mead is treasurer and H. E. Bauman, secretary.

O. Kunert has succeeded C. W. Winslow as chief grain inspector on the Denver Grain Exchange, Denver, Colo. Mr. Kunert has been connected with the exchange for the past five years.

The Bosse-Marshall Grain Company of Denver, Colo., has secured a warehouse and now acts as selling agent for the Purina feed products, manufactured at the Kansas City plant of that company.

J. J. Sullivan was recently appointed chief grain inspector for the San Francisco Chamber of Commerce Grain Trade Association, succeeding H. E. Bunker, who had filled the office for the past 20 years.

The Cleveland Grain & Milling Company of Indianapolis, Ind., is now operating the old National Elevator Company's elevator at that point. It was rebuilt about a year ago and has a capacity of 650,000 bushels.

Fred W. Greene, for a number of years with the Crowell Elevator Company of Omaha, Neb., has purchased an interest in the Dolphin-Jones Grain Company and will travel for the firm in Nebraska and Minnesota.

Edwin H. Hein, recent manager of the feed department of E. S. Woodworth & Co. of Minneapolis, Minn., has started in the feed and grain brokerage business on his own account with offices at 308 Corn Exchange Building.

Guy M. Hamm has reengaged in business at Kansas City, Mo., as the Hamm Brokerage Company. Mr. Hamm discontinued this business some time ago to become sales manager of the L. C. Worth Commission Company.

L. L. Druly, who has represented a number of grain firms in western and northwestern territory during the past 15 years, has formed a connection with McCabe Bros. Company, of Minneapolis, and will represent them in Minnesota and South Dakota.

Hugo Stolley, manager of the Milwaukee branch of Henry Rang & Co., of Chicago, celebrated his silver wedding anniversary recently and a feature of the event was a dinner at the Milwaukee Athletic Club, given him by his many friends in the Milwaukee grain trade.

The Niedorp Grain Company is a new firm to engage in the grain business at St. Joseph, Mo. B. F. Niedorp is the principal stockholder. E. A. Gumbert is manager and B. W. Neidorp represents the firm on the road. Offices are in Rooms 1210-1211 Corby-Forsee Building.

Dr. J. W. T. Duvel, grain exchange supervisor, Chicago, Ill., announces that plans may be consummated for the establishment of a supervisor on the exchange at Kansas City, Mo. At present future trades in grain at Kansas City are reported by the Grain Clearing Company.

The season's first car of new wheat in the southwest was consigned from southwestern Oklahoma and sold at Wichita, Kan., June 16 to the Pillsbury Flour Mills Company at \$1.30. The car graded No. 1 mixed, 62.7 pounds per bushel, 13 per cent moisture and 12.60 per cent protein.

Stanley G. Cronin of the Rocky Mountain Grain & Commission Company of Denver, Colo., has become a member of the Kansas City Board of Trade on transfer from Max T. Moritz of the Moritz Grain Company, which is discontinued. The price paid was \$6,250 including the transfer fee of \$500.

The Chicago Title & Trust Company, Chicago, Ill., and Howard L. Fogg, receivers for the American Hominy Company, in their final report and account with Harry A. Parkin, referee in bankruptcy, showed total receipts of \$330,712.41 and total disbursements of \$185,387.68 with balance on hand turned over to trustee, \$145,324.73.

Kenton D. Keilholtz, junior partner in the firm of Southworth & Co. of Toledo, Ohio, and one of the most popular of the members of the Toledo Produce Exchange, celebrated his thirty-ninth birthday on June 24. A number of his friends "on

'change' called on him in a body in the evening bringing gifts to commemorate fittingly the important event.

Charles M. Fritz, formerly of Minneapolis, Minn., and later in the flour business in New York City, has become connected with Dr. J. W. T. Duvel in the Federal grain futures department at Chicago.

Freeman Bradford has been appointed secretary of the Sioux City Grain Exchange, Sioux City, Iowa, succeeding J. A. Tiedeman who has filled the office for the past two years. Mr. Bradford was formerly with the Sioux City Traffic Bureau and in addition to the secretaryship will also hold the office of traffic manager of the Exchange.

The McCaull-Dinsmore Company, Minneapolis, Minn., received the first car of new wheat to arrive from the southwest at that market. The grain came from Oklahoma. A car graded No. 1 Hard, tested 12.13 protein and weighed 62.7 pounds to the bushel. A second car graded No. 1 Dark Hard, tested 12.70 protein and weighed 62.3 pounds to the bushel.

TRADE NOTES

S. T. Edwards & Co., feed system engineers of Chicago, Ill., have remembered their feed mill and other friends by the gift of a handsome leather letter case. Each recipient of the gift has his name stamped in gold on the cover.

W. B. Sutton, central representative of the Huntley Manufacturing Company of Silver Creek, N. Y., attended the June meeting of the Indiana Grain Dealers Association held at the Board of Trade, Indianapolis, and discussed grain cleaning conditions with his many friends.

Sprout, Waldron Co., of Muncy, Pa., were represented at the recent Denver meeting of Association of Operative Millers by Representative H. M. Soars of Chicago. Among the literature shown was the Monarch Ball Bearing Attrition Mill with silent feeder which has grown to be a standard machine among grain elevator owners.

A truck and wagon dump has become a very important part of the machinery equipment of the modern grain elevator. A well made and popular machine of this character is that manufactured by the Winter's Dump Company, Minneapolis, Minn. Its special features are outlined in a short pamphlet which will be mailed to any address for the asking.

The International Acceptance Bank, Inc., of New York announced recently that negotiations had just been completed with Dr. Schacht, under which the American banking syndicate, headed by the International Acceptance Bank, Inc., has increased from \$5,000,000 to \$25,000,000, the rediscount credit granted to the German Gold Discount Bank some six weeks ago. All the banks constituting the first syndicate are interested in the new credit, but the group has been widened so as to include a larger number of banks outside of New York. The syndicate consists now 34 banks covering the main centers of the United States from the Atlantic to the Pacific. As under the earlier credit, the syndicate agrees to rediscount for the German Gold Discount Bank German dollar trade bills running no longer than 90 days and payable in dollars in New York; these bills, in addition to two commercial names, must bear the endorsement of a German bank and that of the German Gold Discount Bank.

A QUICK AND USEFUL HORIZONTAL TANK CHART*

BY W. F. SCHAPHORST

Here, at last, is a chart that gives the gallons of liquid in any horizontal tank without the use of tables, formulas, figures, or computations.

Simply start at the left and zigzag a ruler or thread across the chart three times as demonstrated by the dotted line and the number of gallons is immediately found in Column G. For example:

*Copyright, 1924, by W. F. Schaphorst, Mem. Am. Soc. M. E., 45 Academy St., Newark, N. J.

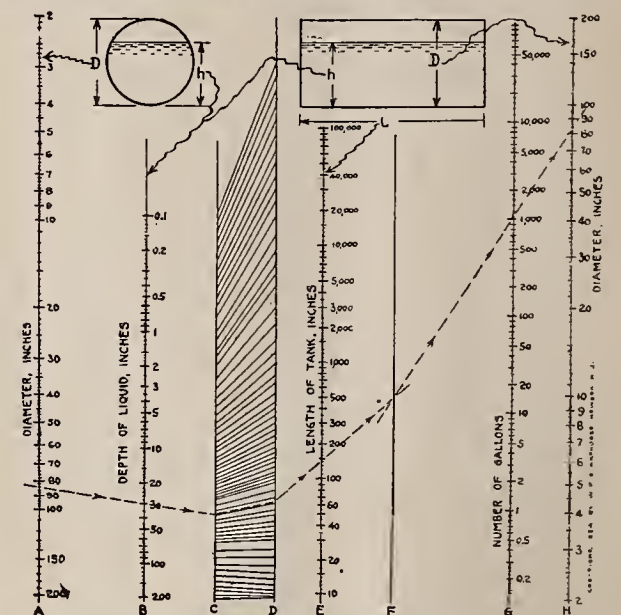
How many gallons in a tank 84 inches in diameter, the depth of liquid being 30 inches, and the length of the tank being 142 inches?

Run a straight line through the 84, Column A, and the 30 in Column B and locate the intersection with Column C. By means of the eye follow the radiating "guide lines" to Column D, locating a second point of intersection. From this latter intersection run through the 142, Column E, and locate the point of intersection in Column F. Then from this point run over to the 84, Column H, and the intersection in Column G will be found to be close to 1050 gallons, which is the answer.

One of the great advantages of this chart is that it takes care of any depth of liquid from 1/10 of an inch to the full capacity of the tank. All guess work is eliminated. To make the chart absolutely clear the writer has included sketches showing the diameter of the tank D, the depth of liquid h, and the length of the tank L with wavy arrows leading from them to the proper columns. By following them no mistake can be made.

The range of the chart is amply wide. It will take care of any diameter from 2 inches to 200 inches and of any length of tank from 10 inches to 100,000 inches.

This chart will give an answer much more quickly than tables or formulae. It is surprisingly accurate. It is more complete than tables because it takes care of every dimension between 2 inches to 200 inches whereas tables generally skip many



TO COMPUTE GALLONS IN HORIZONTAL TANK

diameters and lengths giving only 24", 28", 32", 34", etc.

To avoid confusion all dimensions are given in inches.

Since Column E takes care of lengths of tanks up to 100,000 inches it is plain that not only will this chart compute tanks but it will include long pipes whenever it is desired to compute either the full capacity of such pipes or their partial capacity. 100,000 inches is equal to 8,333 1/3 feet.

Inversely the chart may be used very conveniently for determining the length of tank necessary to hold a given number of gallons where the diameter of tank and depth of liquid are known or fixed quantities as is often the case. The method of applying the chart to problems of this character is so obvious that further directions are unnecessary.

WHEAT RAISING COSTS AGAIN

Another chapter has been added to the voluminous story of the cost per bushel of raising wheat by the recent publication of a survey made by the U. S. Department of Agriculture of the cost of the 1920 Winter wheat crop in the Central Great Plains Region. The survey dealt with results on 467 farms in Missouri, Nebraska, Kansas and Oklahoma. The figures are rather old by this time.

It was found that the net costs to owners operating their own farms varied from 99 cents to over \$3 per bushel. On rented farms the variation was from 40 cents to over \$4 per bushel. The average cost to owners was \$1.80 per bushel and to tenants \$1.83. Yield per acre is the factor largely

responsible for these wide differences in cost, the department found. Yields to owners having costs of \$1.20 or under per bushel, ranged from 12 to 31 bushels per acre, whereas owners having a cost of \$4 or more per bushel had yields ranging from slightly less than 3 to 7 bushels per acre. Seventy per cent of the farmers visited obtained wheat yields ranging from 7 to 19 bushels per acre; 6 per cent had yields of less than 7 bushels, and 24 per cent had yields of over 19 bushels per acre.

Interest on land and machinery was about 29 per cent of the total cost; taxes, insurance and other costs, 22 per cent; man and horse labor 30 per cent; seed, etc., 10 per cent and threshing, 9 per cent.

BARNARD & LEAS MANUFACTURING COMPANY ELECTS NEW OFFICERS

The Barnard & Leas Manufacturing Company elected the following new officers at a meeting of the stockholders held at Moline, Ill., June 9: Frank E. Bennett, president, treasurer and general manager, Herbert P. Wilson, secretary and sales manager. W. S. Brashear will continue to serve as milling engineer, and M. H. Romig as advertising and publicity manager.

Frank E. Bennett is a son of the late W. C. Bennett, one of the original founders and presidents of the Barnard & Leas Manufacturing Company, and has been actively associated with the firm for the past eight years in the capacity of secretary.

Mr. Wilson has been actively associated with the firm for the past 18 years, during which time he has filled most every office from billing clerk to sales manager, which has gained for him a broad knowledge of every phase of the milling business. Aside from this Mr. Wilson also takes an active part in city affairs, and is at present one of Moline's aldermen. He is a member of the Chamber of Commerce and the Rotary Club.

Mr. Brashear entered the milling business as miller 34 years ago in the mill of A. S. Caven & Sons at Morrisville, Mo. He liked the business and at the end of five years in this mill and after run-

ning mills in Monett, Exeter and other places, became second miller in a 300-barrel mill at Republic, Mo. Through pure merit, he, in due time, was placed in full charge of that mill and before he resigned, years after, the capacity had been increased to 2,000 barrels by easy stages.

His work attracted the notice of his present employers while still in charge of that mill, so that he was often called upon to start up new Plansifter mills and to make flow sheets for practically all the mills built in the great Southwest. His work in



FRANK E. BENNETT, PRESIDENT

gineer. To be in close touch with all details in his line of work on January 1, 1915, he abandoned his residence in Springfield, Mo., and now makes his headquarters at the home office in Moline.

Mr. Romig has been associated with the firm for eight years, the past five years of which he has served as advertising and publicity manager.

The Barnard & Leas Manufacturing Company is

one of the oldest concerns in the country in the manufacture of high grade flour, corn, rice and cereal mill machinery. It was established in 1860 and incorporated in 1872 under the laws of the State of Illinois. The company designed and pioneered the first successful grain separator, flour and bran packer, sieve corn cleaner, and the Plansifter System, the principles of which are so eminently correct that all makes of these machines today are built in conformance with them.

It is the whole hearted ambition of the new of-

WHY BREAD IS THE BEST FOOD

While a reasonably varied diet such as most Americans enjoy is no doubt best for health and energy, millers and bakers should not, on that account, let it be forgotten that bread is the premier food, because it gives the most sustaining power at the least cost. Meat, for instance, is a good protein food, and many think it is necessary to give physical strength. But the belief is based on the traditional large use of meat by Americans rather than on scientific facts.

For instance, nearly 200 analyses of white bread show an average content of 35.3 per cent of moisture, 9.2 per cent of protein, 1.3 per cent of fat, 1.1 per cent of mineral matter and 53.1 per cent of carbohydrates. The fuel value of a pound of bread is 1215 calories. On the other hand, round steak contains 62.5 per cent moisture, 18.8 per cent of protein, 9.2 per cent of fat, no carbohydrates, 1.2 per cent of mineral matter, and 8.5 per cent of refuse or inedible matter. The fuel value of a pound of round steak is 745 calories.

The claim for meat is based entirely on the protein and fat percentages. The protein content of meat is twice that of bread and the fat content is 7 times that of bread. But on the other hand, the meat is nearly two-thirds water by weight while the bread is only a little over a third. And the meat has no carbohydrates. That is why the pound of bread has 60 per cent more calories than the pound of meat.

While the fat is not absolutely essential in diet, the system craves it, and hence the natural use of butter or milk with bread. An analogous thing occurs in eating meat, for its lack of carbohydrates makes one naturally crave potatoes or bread with meat. The greater percentage of protein in

meat is more than offset by the price; and bread is the better balanced food at that. The claim that the protein of meat is superior for the purposes of human nutrition is not borne out by modern researches. According to late investigations with men as subjects of experimentation, it has been shown that the proteins of bread, meat, milk and potatoes all have the same biologic value. Therefore as meat costs several times as much as bread and is an imperfect food besides in fuel value, bread is the premier food.



W. S. BRASHEAR, MILLING ENGINEER



HERBERT P. WILSON, SECRETARY



M. H. ROMIG, ADVERTISING MANAGER

General Commerce and the Grain Trade

The Business of Handling Grain is Intimately Related to and
Co-ordinated with Many Industries

By FRANK C. CAREY

AMERICA'S commercial efficiency has long been the wonder of the entire world. Across the page of commerce is written bold the story of American ingenuity, enterprise and personal initiative. The story tells how one pioneer after another, fired with the vision of national progress, struck out and blazed new trails. But these new trails of business led to vast new commercial enterprises. How these new enterprises, driven forward in the face of bitter obstacles, carried America to her high pinnacles in the world of business.

Back of this commercial success there is the spirit of commercial unity. Sometimes this spirit has been shadowed or obscured. But it has never been lost. And it has been a tremendous force in the onward sweep of commerce.

Commercial unity, or the natural co-operation of one branch of industry with another, is very properly termed the inter-relationship of business. This inter-relationship, this inevitable intermingling and overlapping of one business with another, becomes more and more pronounced as the growth of the country continues.

Perhaps the best illustration of the dependence of one business upon another is the situation that arises when a national rail strike is threatened. With the first signs of a tie-up, one industry after another prepares for possible suspension of activities.

Conversely, when a major industry is suddenly called upon to expand its operations or facilities, innumerable smaller industries, as well as some large ones, are directly affected. They too must expand. Even the most superficial thought will make obvious the responsibility that one business bears to the other—indeed, to almost every other.

In marketing of grain this inter-relationship is particularly pronounced and is of vital importance. It is due to the widespread interest in such world commodities as wheat. First, the farmer has his interest; then comes the interest of the country grain buyer; the terminal elevator owner; the railroad that moves the grain; the telegraph and telephone companies that daily transmit thousands of orders for the purchase and sale of grain and who lease, by the year, thousands of miles of special wires used solely for transmitting grain quotations and market information.

Then there are the miller, the exporter, the manufacturer, the baker, the steamship companies, the commission merchants, and the banks, from the biggest to the smallest, and every individual consumer of wheat products as well.

To all these varied lines of business, and to their subsidiary lines too numerous to mention, the inter-relationship of the grain industry is extended. It is interwoven in that gigantic pattern which constitutes the industrial fabric of the nation.

Our present grain marketing system is a direct result of the co-operation of these various branches of business over a period of three quarters of a century. Every link in the chain has served its particular purpose. No one of them could be removed without upsetting the whole structure of service.

A few statistics will help to picture the inter-relationship of the grain industry with other lines of commerce.

Chicago is the gateway to a vast garden. This garden sprawls out over an area wide enough to contain a score of small foreign nations. It produces a large portion of the world's foodstuffs. In a year it sends to Chicago 400,000,000 bushels of grain. In a single day it has sent to Chicago 2,000,000 bushels of wheat, which would fill a train 14 miles long. In 65 years 13,000,000,000 bushels of grain have been received and 10,000,000,000 bushels shipped out of Chicago.

Financing such a gigantic continuous movement is in itself a task of large proportion. Members of the

Chicago Board of Trade maintain balances in Chicago banks estimated at more than \$200,000,000. But this is only a part of the capital involved in the handling of the country's huge grain crop. It would be difficult to even estimate the aggregate sum invested by all the various branches of business, directly and indirectly interested in the distribution and consumption of grain and grain products.

Politics have always been somewhat of a factor in the grain industry. The exchange, like the railroad and bank, has served as an easy target for the radical politicians. Dissatisfaction is human. And grain prices have always been too high for the consumer or too low for the producer. In either case the politician has profited by feeding the flames of discontent.

During the last few years this discontent among grain farmers, which began with post-war price deflation, has been quite pronounced. It has been encouraged by self-seeking politicians to the actual detriment of the dirt farmer. This was plainly shown during the recent congressional session when threats of uneconomic laws caused a turmoil that kept the commodities markets in a state of



FRANK C. CAREY
President Chicago Board of Trade

depression. Large investment and speculative support, essential to a broad and liquid world market, was completely absent.

Then Congress adjourned. The proposed uneconomic laws had gone down to defeat. Business at last realized that it was to be let alone, and immediately all commerce, including the commodities markets, began functioning in a natural, normal way. Confidence replaced pessimism. Facts again prevailed over fears. Grain prices at once advanced. From the time Congress adjourned up to the present writing, the price increase on all kinds of grains has been approximately 10 cents a bushel. Moreover, this price advance has taken place in the face of favorable crop prospects virtually throughout this country and the Canadian Northwest. What better proof is needed of the quick response to the inter-relationship of business when it is unbampered and permitted to act?

Grain comes nearer being money than any other commodity. It may be converted into cash almost instantly. This goal has been attained through the sound arrangement existing between banks and the grain exchanges, an arrangement, incidentally, which is a striking example of the importance of commercial inter-relationship. Banks are willing to make tremendous loans on grain in warehouses.

Probably there are bank loans today totaling \$500,000,000 on grain at the various points of storage in this country and Canada.

It is not surprising that numerous other industries were disturbed and depressed when the grain industry was threatened with unsound laws. For it had been well established that uneconomic laws could not be applied to the grain trade without extending their influences to many other industries. These influences only rush back through the arteries of commerce and into the intricate network of channels which reach the producer, the elevator man, the miller, merchant, banker, railroad, exporter, and eventually the consumer. Such is the actual inter-relationship of business.

It is obvious to all, then, that general welfare of the nation depends in large measure upon the smooth turning of the wheels of commerce. This is made possible only by each business recognizing, in an unselfish way, that its permanent prosperity is dependent upon the prosperity of other businesses. Such whole-hearted recognition of the inter-relationship of business would mean the solution of some of our most vital economic problems.

It is the sincere aim of the grain trade, representing as it does a considerable part of American commerce, to assume its full responsibility toward all other lines of commercial endeavor. And this responsibility extends from the producer to the consumer of grain.

ISOTHERMAL LINES AND CROP
PLANTING

Spring wheat seeding starts with a lower mean temperature than any other major crop, beginning usually in the Dakotas and Nebraska when the normal mean temperature rises to 37 degrees, and in Minnesota and Wisconsin when 40 degrees is reached. Next in order is Spring oats, the seeding of which usually begins when the normal mean rises to 43 degrees, corresponding to the advent of the vegetative period. In the Chicago region the mean of 55 degrees usually occurs about two weeks later.

Interesting facts regarding temperature influence on planting and harvest dates are discussed at length in a recent article by Joseph B. Kincer, who is in charge of agricultural meteorology at Washington. He shows the wide differences in calendar time of planting and harvesting the various crops in the northern portions of the country as compared with the southern.

Regardless of any particular crop, or locality in which any crop is grown there are limits of time within which planting must be done for the best results, and in a good part of the United States, particularly in the central and northern districts, this period is short of duration for a given crop. The amount of warmth necessary for the germination of seeds of different plants varies. For instance, wheat and oats germinate at a much lower temperature than does corn, and corn in turn requires much less warmth for successful germination than does cotton. As a result, some crops may be planted earlier in spring than any others, and in addition, a definite amount of heat is required after planting the seed to bring a crop to maturity.

There is used for a rough measure of this heat a "thermal constant," which refers to the total and accumulated day-degrees in excess of some indicated temperature, taken as a starting point, which is usually the mean temperature at the date of seeding. The method of obtaining the thermal constant is simple. If it is desired to compute this value for corn in a locality where the normal is 55 degrees at the average date of planting, and the mean temperature for any month during the growing season is 75 degrees, the thermal constant for that month would be 75 minus 55, which would be 20 degrees, multiplied by the number of days in the month. The thermal constant of any plant and the temperature at which planting may be accomplished determine whether or not the temperature conditions in a given locality are favorable for its maturity.



AGRICULTURE CREDIT CORPORATION BANK REOPENS

The Agricultural Credit Corporation has re-established its ninth bank, according to an announcement made recently. The institution in question, the State Bank of Walhalla, N. D., closed last fall because of depleted reserves, but reopened recently. At the time of its closing its deposits amounted to \$300,000. Capitalization was \$25,000.

FORD OPENS NEW BRITISH PLANT

A factory wherein all British Ford cars will be produced at the rate of 500 daily will be established immediately on a 300-acre site at Dagenham, Essex near London, H. S. Jenkins, managing director of the Ford Motor Company in Britain stated at a luncheon.

A car works, capable of employing 10,000 workers who will be paid at least three shillings an hour has been acquired, he announced.

INCOME TAX REFUNDS COMMENCE

The Treasury has mailed the first of 1,058,000 checks which will be sent to tax-payers who paid the full amount of their income taxes for the year before the 25 per cent reduction went into effect, it was announced last week. So far, a total of 2,163 checks, totalling \$46,497, have been forwarded to tax payers in every section of the country. According to treasury officials the entire repayments of approximately \$16,000,000 will be made by September 15.

CHAIN STORE MERGER

Official announcement has been made of the acquisition of the P. H. Butler Company by the United States Stores Corporation. This completes the merger into one system of 435 chain stores operating in the Pittsburgh district for the past 20 years under the organization of P. H. Butler & Co., Huey & Matthews, Inc., and the cash and carry stores of the S. B. Charters Company. Announcements of the acquisition of the Huey & Matthews, Inc., and the stores of the S. B. Charters Grocery Company was made in April last.

MARKET OPINION

Paine, Webber & Co.—The rails are still leaders in activity, with public utilities leaders in sharp advances. We look for further rallies in Baltimore & Ohio, Southern Railway, Chesapeake & Ohio, Public Service of New Jersey, General Electric and United States Steel.

Scott, Barrows & Christie—The stock market seems entitled to a reaction.

Stein, Alstrin & Co.—On recessions we advise purchase of the high-grade industrial, such as American Can and U. S. Steel. We look for a good market in rail stocks and advise the purchase of securities in this group.

LOANS FOR PURCHASE OF SHIPS IN LATVIA

The effect of the Latvian Government granting loans to shipowners for the purchase of vessels has resulted in that country having, to a considerable extent, regained her pre-war position in the mercantile marine world. In 1914 the Latvian mercantile marine consisted of 59 steamers, of 77,626 registered tons, and 274 sailing vessels and motor ships, of 49,093 registered tons. Chiefly due to the war the figures by the end of 1921 stood at a total of 34,021 registered tons, a reduction of approximately 75 per cent. Since that time a steady increase has been maintained and at the commencement of this year, due to the loans mentioned, the new tonnage added amounts to 14,411

tons, the fleet now consisting of 31 steamers, of 38,310 registered tons, 56 sailing vessels, of 9,129 registered tons, and nine motorships, of 993 registered tons; a total of 96 vessels, aggregating 48,432 registered tons. Steam tonnage, however, was the only class showing an increase.

CHARGES FILED IN MANILA BANK CASE

Official advices received in Washington, D. C., report the filing of formal charges by the Governor General of the Philippines against six former directors of the Philippine National Bank in connection with alleged irregular loans involving about \$500,000.

REPARATIONS SETTLEMENT CAUSES OPTIMISM

All markets were helped by the feeling of optimism over a reparations settlement engendered by the conference in Paris of Premiers MacDonald and Herriot. That there is a considerable short interest in the stock market, especially in gilt edge securities was evident today when many big traders hurriedly took profits on the short side. Sterling and French francs were higher.

British foreign trade balance continues to show marked improvement, according to figures made public recently by the Board of Trade. Imports totalled £88,501,432 against £122,086,599 in May. Exports amounted to £72,047,751, leaving an excess of imports of £16,543,671.

NEW INVOICE FORMS FOR IMPORTERS

Important changes are proposed in new invoice forms and consular certificates shortly to be issued by the Treasury Department. Before these forms are issued, however, they will be submitted to the forms committee at the New York Custom House for approval. This committee has consented in turn to submit these forms to representative importers before they are finally promulgated.

George C. Davis, adviser in customs matters to the National Council of American Importers and Traders, said yesterday that while important changes are contemplated on these forms, importers would be given an opportunity to make suggestions before they are finally put into effect.

NATIONAL BISCUIT PROFITS INCREASE

The National Biscuit Company reports for the quarter ended June 30, 1924, net profits of \$3,617,221 after taxes. This is equivalent, after allowing for the preferred dividends, to \$1.55 a share on the \$51,163,000 \$25 par value common stock outstanding, and compares with net profits of \$3,018,865, or \$1.26 a share on the same amount of common stock outstanding in the corresponding quarter a year ago.

For the six months ended June 30, 1924, the net profits amounted to \$6,574,532 after taxes, etc., equivalent, after allowing for the preferred dividend to \$2.78 a share on the \$51,163,000 par value \$25 common stock outstanding as compared with net profits of \$5,832,565, or \$2.42 a share on the same amount of common stock outstanding in the six months ended June 30, 1923.

OIL FIGURES FOR MAY IN WEST

Compiled reports from field scouts place California crude oil production for June at 18,827,250 barrels, or a daily average of 627,541 barrels. The total is 1,006,000 barrels less than that of the preceding month and 3,839,856 barrels, or a daily average of 128,029 barrels less than June last year. The total production of California for six months this year is placed at 118,127,660 barrels, an in-

crease of 736,834 barrels over the same period last year, or only 4,048 barrels per day.

The June decrease in production will, nevertheless, add to accumulation of stocks to the extent of bringing crude in storage beyond the 100,000,000 barrel mark. Notwithstanding this enormous surplus, which will be 28,000,000 barrels more than a year ago, the trade is very optimistic as to future demands in Pacific Coast territory, especially for gasoline, from now on through the balance of the year, and therefore there is no prospect of a cut in the price of California crude.

ENCOURAGING REPORT BY NASH MOTORS

At a meeting of the directors of the Nash Motors Company, President Nash reported a net income of \$1,501,000.35 for the three-month period ending May 31, 1924, after deducting manufacturing expenses, including depreciation, selling and administrative expenses, and further deduction for local, state and Federal taxes.

Dividend action was taken in the form of a quarterly dividend of \$1.75 per share on the outstanding preferred stock and a regular dividend of the belief that maintenance of its present \$2 ing amicably, according to President Frank Hedley. of \$3.50 per share and an extra dividend of \$1.50 per share on the outstanding common stock, payable August 1, 1924, to holders of preferred and common stock of record, July 21.

LEATHER AND HIDE STOCKS DOWN IN MAY

Stocks of both leather and hides fell off during the month of May, according to the monthly report issued by the Census Bureau. The total number of cattle hides held in stock on May 31, 1924, by packers and butchers, tanners, dealers and importers (or in transit to them) amounted to 4,121,777, as compared with 4,277,958 on April 30, 1924, and with 6,346,769 on May 31, 1923.

The stock of calf and kip skins amounted to 3,067,615 on May 31, 1924, as compared with 2,799,020 on April 30, 1924, and 4,165,813 on May 31 of last year. Goat and kid skins numbered 8,689,905 on May 31, 1924; 8,343,558 April 30, 1924, and 8,890,019 on May 31, 1923. The stocks of sheep and lamb skins on May 31, 1924, amounted to 6,034,106; on April 30, 1924, to 5,751,892, and on May 31 of last year to 9,193,406.

CORPORATION EARNINGS

Sinclair Oil

Sinclair Oil was under pressure, largely because of the belief that maintenance of its present \$2 dividend rate at its meeting on July 16 is unlikely. Wall and La Salle Streets have heard the disbursements will be cut in half, if not passed entirely.

F. W. Woolworth

F. W. Woolworth new stock has been placed on a \$3 annual dividend basis which in effect, is an increase of the old rate from \$8 to \$12 a share. New shares of \$25 par value recently exchanged for the old stock on the basis of four to one. The new share dividend is payable September 1 to stock of record August 9, and amounts of 75 cents.

American Locomotive

American Locomotive is steadily increasing its operations, and earnings for the last six months are expected to make a favorable showing, according to usually well informed interests. Bookings of orders have been increasing materially recently.

Interborough Rapid Transit

Interborough Rapid Transit has come to an agreement with its employees whereby the existing wage contract will be continued to July 1, 1925. Only minor adjustments remain and these are proceeding amicably, according to President Frank Hedley.

Reading Interests

Reading Railroad has been strong while the Reading Coal company was under pressure. Street opinion is this may indicate the passing of the Baltimore & Ohio's holdings in the Reading banking group. The contrary currents in the Reading stocks are believed by some to be a gesture in connection with some such transaction.

National Hay Association Meets

THE severe storm which devastated northern Ohio territory the last days of June, may have kept a few of the delegates from attending the thirty-first annual convention of the National Hay Association.

Cedar Point, however, remained as attractive and beautiful as ever July 1, 2 and 3 and on those dates hay men from all parts of the country gathered at that point to listen to the important reports presented at the annual gathering, meet their



PRESIDENT-ELECT GEO. F. BROWN

friends and discuss the present conditions that exist in the hay trade.

The first session convened in the auditorium of the Breakers Hotel at 10 a. m., July 1, with President D. S. Mullally of St. Louis in the chair. After community singing, led by Maurice Niezer of Ft. Wayne, Ind., an invocation was pronounced by Rev. W. S. Murphy, pastor St. Peters and Pauls Church of Sandusky. Then a very cordial address of welcome was given by G. R. Lewis, manager of Ohio State Fair, who said it gave him great pleasure to welcome the hay men to the greatest state in the Union and he stressed loyalty and work as factors necessary to building up any organization.

George F. Brown of Charleston, W. Va., responded to the welcome and said they already felt that they were among friends. He brought out the fact that out of 31 annual conventions, 14 had been held in Ohio and seven of these at Cedar Point. There had been four presidents of the organization from Ohio so that the state had a warm place in the hearts of the visitors.

The report of the Memorial Committee was given by H. E. Niemeyer of Cincinnati, Ohio, who named the list of members who had passed away during the year and expressed the loss of the association in their deaths.

PRESIDENT'S ADDRESS

President D. S. Mullally next read his annual address as follows:

Thirty-one years ago, a mere handful of hay men, interested in the marketing of this commodity, met in Syracuse, N. Y., in an effort to form an organization so as to bring the shipper, receiver and jobber together for mutual benefit. They did their work well, and we have today the National Hay Association, recognized as one of the greatest trade organizations in the country. Every year since this memorable meeting in 1893, we have had our conventions, discussed our troubles, remedied them, cemented friendship and returned home feeling kindly toward our fellow men, and above all, optimistic as to the future. Gentlemen, we are here today to discuss our troubles, and if possible, remedy them. It is needless for me to mention at this time business conditions, yet I wish to comment on a few facts.

The automobile and power truck have in many large cities cut in on the consumption of hay, yet

every year this country of ours consumes millions of tons, and if the hay business can thrive in the face of such an obstacle, what will happen when the automobile reaches the saturation point? In all sincerity, it is my opinion that it has nearly reached that stage today.

It behooves me at this time to recommend that the National Hay Association do some missionary work, as it were. We are all interested in the increase of horse drawn vehicles. What are we doing to aid the Horse Association of America, which is engaged in such great work? Every allied industry is co-operating in this movement, but what are the hay men doing, and what are we going to do? This, I think, is food for thought, and I sincerely hope that during this convention, some action will be taken to the end that our organization co-operate as a unit with the Horse Association of America, not only with an expression of good will, but in a more substantial manner.

Generally, the hay business during the past year, compared with other lines, has been good. Early in the season values in all of the large terminal markets opened up on new hay at a high level. The unexpected demand during the spring of 1923 on account of the severe unseasonable weather, cleaned up the surplus on the farms and we entered the new crop year—every last man of us—bullish; and on top of this, crop reports told of a shortage in Clover and Clover mixtures. Farmers naturally, in the face of



SECRETARY J. VINING TAYLOR

these reports, held their hay. However, this country is large, and resourceful, and when the price of hay advanced beyond reason, consumers in many sections turned elsewhere for relief. Since January 1, the country has awakened to the fact that there was enough hay to go around, and as the season draws to a close, we find in many sections a surplus, especially in the West and in Canada. Shippers should also be impressed with the fact that with the passing of the livery barn in all large cities, the consumption of low grade hay has been cut in half. It is true this type has a feeding value, yet on a glutted market, poor quality makes up the accumulation and is always troublesome. If shippers will discount the lower grades properly, the farmer will soon find out that it pays to give his hay crop the attention it deserves. As to the crop that is soon to be harvested, the copious rains in every section, especially west of the Allegheny Mountains, assures us of quantity. A dry harvest however, is necessary for quality.

Traffic

There have been complaints regarding high freight rates, yet some sections seem to be in a very favorable position so far as rates are concerned, while others are not so fortunate. As I see it, what we need in this country today, is a rigid enforcement of the Fourth Section of the Interstate Commerce Commission ruling. At the present time every large center has an expert traffic man looking after the transportation troubles of that particular market and territory, until the whole scheme, as I see it, has developed into a sectional fight—one group working to get the advantage over the other. A fair and equitable adjustment by the railroads will avoid many

conflicts, and this organization should work to that end. Your Transportation Committee, whose able chairman, Mr. Suttie, assisted by Traffic Manager, Mr. Sims, has worked hard during the past year, and are to be commended for their untiring efforts. In my opinion they are certainly to be complimented for the way they handled the hearing of Docket 15263, which was broadened to include hay. There was a lot of money and time expended in an effort to obtain this general reduction, and it certainly was discouraging to receive so little support from those who would be benefited most by such reduction.

Membership

During the past year we have lost quite a few members through suspension for nonpayment of dues and refusal to arbitrate. There are also quite a few resignations on account of being out of business. I would suggest during the coming year, a campaign in the Southern States so as to bring into our ranks every reliable broker and jobber. The South is the natural market for hay, and when dealers in that section find they can trade safely and more satisfactorily with members of the National Hay Association, they are bound to come in. This, in my opinion, is where we can do our greatest work.

Finances

The secretary has on hand deposited in a bank in Winchester, June 19, \$8,538.76 with \$4,500 in Liberty Bonds. Our office at Winchester has reduced its expenses in the past year \$1,806.96. In fact every item that is connected with the operation of the Secretary's office has shown a decrease, except postage, and this has increased \$5.90 over last year. This is explained, however, by reason of the fact that our Annual Report is very bulky and took almost twice as much postage as the one of the previous year. You will probably observe the many new members obtained by the secretary's office, and you can readily appreciate that this took considerable postage.

Grades

This is a subject that should be of vital interest to all hay men. The Department of Agriculture, Bureau of Economics, in 1922 and 1923, under the direction of Mr. Wheeler, formulated a standard of grades, which later were found to be unadaptable to the successful handling of hay on account of their being too rigid, and as one of my good friends, Mr. Kemp of Spencerville, Ohio, remarked, "Impossible" inasmuch as Timothy hay was not a hothouse plant. On



RETIRING PRESIDENT D. S. MULLALLY

February 1, 1923, the Bureau of Economics, assisted very ably by Mr. Niezer, after a conference of hay men from many section held in Washington, issued a revised set of grades covering Timothy, Clover Mixed and Grass Mixed hay. To me this seems to be the nearest approach to a workable set of grades yet formulated by the Government. The question today, as I see it is, does the National Hay Association want to adopt U. S. grades as their standard, or do we wish to continue trading under our present rules and grades which are understood in every section. If we are to make a change, who is going to foot the bill? By this I mean, who is going to educate the farmer,

the dealer and the ultimate consumer? I am sure that we, as hay men, should not be asked to do this, simply to foster further bureauization in Washington. The Hay Association has functioned successfully for 31 years, and if after such a long period, we find we cannot trade with members and also with those outside our ranks, except with Federal aid, I think it is high time that we cease to function. The Department of Agriculture states it is not their intention to make Federal inspection compulsory. Their idea is only to standardize the grades. Standardization according to my notion, eventually spells Federal control. This is a question that should be settled during this convention. Some sections want Federal supervision; others do not. Let us discuss this matter coolly. Personalities must be eliminated; each of us should accept suggestions and criticisms in the right spirit and after a thorough discussion has developed the pulse of the meeting, we should act as a unit.

At the meeting of the Board of Directors, immediately after the last convention, I was instructed to do everything possible to revive interest in our organization, especially throughout the west. On August 20, I visited Kansas City, in company with Mr. Sims and Mr. Toberman. We had a very pleasant stay, receiving every courtesy from the Kansas City Hay Dealers Association. Through the good efforts of Mr. Sims, I think any transportation differences that existed were straightened out to the satisfaction of all concerned. The following day I visited Omaha, and was very cordially received by Mr. Suttie and Mr. Parsons. September 8 and 9, I spent at Winchester, Ind., getting in touch with the inside workings of the Association, and was greatly surprised with the efficiency that prevailed in our office. The records are kept in good shape, and I was astonished to see that they could accomplish so much with such a small force. It must be borne in mind that this office not only handles the affairs of the Association, but also edits the *Hay Press*. On January 21, accompanied by Secretary Taylor, Chairman Young, and several members of the Grades Committee, I attended the conference held in Washington, called by Mr. Wheeler of the Department of Agriculture, Bureau of Economics.

From Washington, Secretary Taylor and myself, visited Baltimore, New York City and Auburn, N. Y. I found all through the East much enthusiasm, and our visit cemented that feeling of good fellowship which should exist in every organization.

Committees and Trade Journals

I take this means of thanking the trade journals for the support they have given. I recommend that this organization support these journals, as they work unselfishly for trade organizations such as ours. I also join with the Board of Directors in thanking Fred Sale, our assistant secretary, and the entire office for their co-operation. I wish to take this means of thanking Secretary Taylor for his wonderful support during the past year. He has always been ever ready to answer every request made of him, and he is especially to be complimented on the way he has handled his office. I am perfectly frank when I say that any success in my administration of Association affairs during the past year, in a large measure, is due to the co-operation of Mr. Taylor. In conclusion I wish to call the attention of the members of this organization to the fact that the National Hay Association belongs to you, and you will get out of it as much as you put into it. With this in mind, let us all co-operate with each other; trade as much as possible with each other, and by the time another year rolls around, we will meet in convention and all say, "We are glad we are hay men."

REPORT OF SECRETARY

J. Vining Taylor, secretary, Winchester, Ind., gave his annual report as follows:

The present administration has not materially differed from the preceding ones in that the president has exercised his authority as the head of our organization and has directed its affairs so there is little for me to add other than our routine work and a resume of the past 12 months, including our financial and membership statement, to what has already been given you by President Mullally in the splendid Board of Directors' report.

I said above this year had not been different; I desire to modify that statement this much. We have had, I believe sincerely, the hardest year ever put over since I became your secretary. I am not going to retrace our steps here—reviewing the past, to my thinking, does not promise so much now as does looking to the future. We have all been fed up and with more or less a degree of truth on the information that the farmer is in bad shape, therefore I believe that this organization could do nothing better than to help place the farmer back where he rightfully belongs to a business man of the Twentieth Century. Our constitution reads that the purpose of this Association is for the promotion and betterment of the trade in baled hay, the individual is in business for the purpose of profit, the farmer with a view of creating a greater gain—the farm being the foundation of all wealth and prosperity it is the duty of all to assist. The question naturally arises therefore how can this be done and I am not going to attempt to advance even an idea. I think, however, that the farmer can be benefited by providing means on the

farm to consume that which is detrimental to the market; in this instance, its poor hay by letting it come to market through the medium of live stock. Our members can lend a hand in this by discouraging or refusing to buy this class of goods and in so doing enhance the value of sound, merchantable stock, putting more money into the farmer's hands, relieving the shipper of what is now his money-loser, the direct cause of terminal charges, a nightmare to the receiver and a general burden all around. We hope this convention will give this matter some thought and devise some ways and means of co-operating with the farmer.

While it is on my mind I want to pause here long enough to compliment publicly George F. Brown, Charleston, W. Va., for his untiring efforts, his loyalty and interest and last but not least his work for the Association the past year. Mr. Brown put on a big membership booster campaign and I am not able to tell you how much work he put in on this but I know it was almost to the detriment of his private business. He was also instrumental in helping your secretary bring about an amicable adjustment of one of our old arbitration cases wherein the defendant had been suspended, resulting in the settlement of this claim to the satisfaction of the plaintiff and the defendant fully reinstated in this Association. Now we consider this a piece of constructive work and we think Mr. Brown deserves the commendation of this organization for his help.

Arbitration

Our figures below speak for themselves. I shall not dwell at length on this because I have from year to year poured into your ears the importance of



D. S. MULLALLY AND J. C. SUTTIE

this feature of our work. I leave these figures for you to digest:

Cases compromised, 19; cases paid in full, 14; cases decided by Arbitration Comm., 2; cases now in hands of Arbitration Comm., 10; cases withdrawn, 3; cases appealed, 1; defendants suspended for refusing to arbitrate, 4; cases under preparation, 8; cases of minor importance, unrecorded, 136; total, 197.

Last year it was with some reluctance that we touched on the subject of membership. Not so this. You business men know the odds that we have worked against the past 12 months. The average hay shipper has either been broke or nearly so and the receiver and wholesaler as well as the commission man hasn't fared much better so when we report that we have received many members since the last convention we say it without egotism, but it shows that somebody has lent a helping hand and the credit goes to the president and the other splendid men of this organization who have had its interests at heart. Without their help this many new members would not have been possible but we have only scratched the surface; we should have been able to report 500 instead of this number. In membership work from our office I can truly say that we have written thousands of letters to prospectives; not only direct to the prospect but to our members asking that they co-operate with us in working on certain people. This has created a tremendous amount of work but as we said in the beginning it has been a fight every inch of the way in order that we might retain our membership.

The National Hay Press

The *National Hay Press* is still functioning and from the many letters of commendation we have received from not only our members but from others we feel that our efforts have been worth while. We realize, gentlemen, that we are not newspaper men, we know that we fall short of giving you all the news all the time, but if you would contribute your

part by sending in locals and news items, crop conditions, etc., it would materially assist both Mr. Sale and myself in making these pages interesting from cover to cover. Notwithstanding statements to the contrary, the *Press* is still self-sustaining—the audit of our books which has been submitted by Ernst & Ernst will verify this statement.

Recommendations

Owing to the large increase in cost of handling arbitration cases, made up in traveling expenses, hotel bills, etc., your secretary recommends that Arbitration Rule No. 6 be made to read as follows:

"All complaints for arbitration must be accompanied by a cash deposit of \$20 and the defendant must make a like deposit. Of these deposits, the party losing shall forfeit all of his deposit and the other party shall forfeit \$10." The rest of this rule to remain exactly as it reads now.

Trade Rule No. 4 (as it now reads)—"**Rule 4—Demurrage and / or Additional Charges.** The seller shall be liable for any demurrage and / or additional charges accruing on hay or straw billed to "shipper's order," when such charges can be shown to have accrued by reason of the inability of the buyer, through act of seller or his agent, to get possession of the bill of lading, whenever said bill of lading is necessary to furnish disposition."

I recommend adding the following paragraph: "If railroad agent at destination demands more freight than allowed by shipper, shipper shall be notified by letter and if demurrage accrues on this account shipper shall be responsible."

I recommend that the wording of the present Trade Rule No. 5 be entirely eliminated, (this rule covered war tax on freight charges), and the following rule be given the same number (5):

"Billing instructions—The buyer shall furnish billing instructions within 24 hours after demand on contracts where time of shipment is ten (10) days or less."

I recommend that Rule No. 7 be made to read as follows:

"Incomplete Shipment—When the seller finds that he will not be able to complete a contract within the agreed limit, it shall be his duty at once to advise the buyer by mail, telephone or telegraph, giving 24 hours for a wire reply, whereupon it shall be the duty of the buyer at once to elect either to buy in or to cancel the deficit, or, with the consent of the shipper, to extend the contract to cover the said deficit. If the seller fail to notify the buyer of his inability to complete his contract, as above provided, the liability of the seller shall continue, until the buyer, by the exercise of due diligence, can determine whether the seller has defaulted, when the buyer shall immediately (a) agree with the seller upon an extension of the contract to cover the deficit, (b) cancel the contract outright, or (c) buy in the deficit for the seller's account. In any event the buyer shall notify the seller of his action immediately."

I recommend that Rule No. 8 read as follows:

"Incomplete Delivery—When the seller fails to complete a contract for delivery, within the agreed time, it shall be the duty of the buyer immediately to extend, buy in, or cancel the deficit, after giving 24 hours for a wire reply, said deficit to be determined by the quantity already weighed up, plus seller's weights or estimates on shipments arrived, but not yet weighed. Wherever seller's weights or estimates have not been furnished on shipments not yet weighed it shall be the duty of the buyer to estimate the weight, for the purpose of fixing the deficit."

I recommend an additional rule, to be known as Rule No. 19, covering brokerage. Our Association is composed of a great many men in this line of business and there is hardly a week passes in our office that we do not have a question of brokerage come up for decision. I therefore recommend the following rule:

"Brokers and Brokerage—(a) A broker is one who is engaged for others, on a commission basis, in negotiating contracts relative to property with the custody of which actual or constructive, he has no concern. A person is not a broker:

"First—who has possession and absolute control of merchandise shipped to him to sell and collect the price. (Therefore a commission merchant to whom hay or grain is consigned for sale is not a broker.)

"Second—who receives a salary instead of a commission or a brokerage.

"Third—who acts for one principal to the exclusion of all others.

"(b) A broker has power to bind his principals only to the extent of his instructions and the principals are not liable for any acts of the broker in excess of such instructions.

"(c) A broker who, in good faith or otherwise, exceeds his authority is liable for resulting damages.

"(d) A broker who negotiates a contract without disclosing his principal until the real principal's name is given up and accepted by the other party.

"(e) A broker who, in good faith, negotiates a contract, which is in accord with instructions from both of his principals, who, at the time of negotiations advises each principal the name of the other, and who completes such negotiations in accordance with the rules and customs governing such transactions, thereby fulfills all his obligations and has no further liability to either of his principals. The contract so

negotiated is valid and binding between the buyer and seller, the same as if it had been negotiated directly between them.

"(f) Brokerage shall be credited when contract is accepted by the principals of the transaction."

We also add to our present rules another rule to cover "Tender," to be known as Rule No. 18 and to read as follows:

"The tender of a higher grade of the same kind of hay, grain, seed, etc., than the one contracted for shall be deemed a valid tender."

Bureaucracy a Danger from Within

We have at present, according to the latest figures by the Civil Service Commission, 64,959 employees in the District of Columbia, and 483,547 additional employees in the United States at large—a total of 548,506—all civilians employed by the Federal Government. It is a veritable host beside which our Army and Navy sink into insignificance. And yet it is proposed at every session of Congress to add to the swollen functions of government still further activities, to create more bureaus, and to increase the already stupendous array of civilians on the Federal pay rolls. It is, indeed, time to call a halt. The Federal Government is becoming more and more centralized; the States are becoming more and less autonomous. Unless our steps are retraced or brought to a



M. M. FREEMAN, CHICAGO; A. C. CALLIARI, GREEN BAY, WIS.; J. B. RYAN, O'NEILL, NEB.; J. C. SUTTIE, OMAHA, NEB.

standstill, in a few years we will find ourselves menaced by a danger from within that will be more serious to the safety and preservation of our institution than any from without.

Trade Papers

I cannot pass on in this report without paying my sincere respects and thanks to our trade papers. They have been very courteous and co-operated in every way that we have asked it in helping us promote the interests of the hay business. We wish more of our members would use the columns of the various trade journals because it would be better for all if this were done.

There's a certain type of business man who can never read the "signs of the times." He can't read them now as he looks forward into 1924-25, he couldn't read them a year ago as he looked forward into 1923-24, and he couldn't because he wouldn't. Let us look back over 1923. The steel industry, "barometer of general business," closed one of the most active years in its history—production of steel ingots (record of 11 months) exceeded that of any other year except 1917. Timber production in 1923 was the largest since 1916—three billion feet more were produced in 1923 than 1922. Residential building increased 15 per cent over the building in 1922. We are the greatest creditor nation with "one-half of the gold on earth in our pockets." Farm crops show an increased value of a billion and a half, another billion increase on deposit in savings banks, new enterprises with three billion were undertaken. Business failures have decreased 25 per cent. Wages are higher by 8 per cent, more than double the increase in the cost of living, and 40 per cent above 1914. It is an impressive story. The seers told us to expect something like it a year ago. They tell us to expect something like it in 1924. Those who listen—the rational optimists—are likely to reap the rewards of a sane hopefulness. The pessimists are "of the same opinion still." They cannot answer the argument but they can shut their eyes.

With the hard year just past behind us, with the clouds breaking, the new crop most promising, lets all endeavor to make the 1924-25 hay crop year one of the best on record; to accomplish this though we must make up our minds to work together—co-operate.

Personal

One of the most pleasant duties of my office is the work that throws me in contact with the splendid men that are selected each year to serve as your presidents. I firmly believe there is hardly a man within the hearing of my voice who has not had the experience of being president who could possibly realize what a sacrifice it means to any man to act as chief executive of this organization. As a matter of fact, no one can tell you what this means, you have to try it out. Last year at West Baden you threw this burden upon a man who was well fitted for the load, young in years but old in experience, full of vim and vigor and he has been more than

equal to the job assigned him. With just what degree of success he has met I think the past 12 months speak louder than words. Dan Mullally—first of all a gentleman, big of heart, with wonderful ideals and principles in business, fair and square in all of his dealings, with nothing but your interest guiding him in this work—to my mind has made one of the best executives this organization has ever had and that is covering a lot of territory. For fear Mr. Mullally may think I am passing the platter I simply pass on by saying as I go it has been one of the most pleasant years of my Association experience and to thank him publicly for having worked so harmoniously and patiently with your secretary. I have tried to the best of my ability where possible to lift the burden and to make his work lighter.

To all of the members of this organization, its officers, committees—I desire to express my sincere appreciation and thanks for their courtesy and co-operation.

As the years come and go it is necessary to maintain our office force; without them we would be like a motor car without the motor. While they are in the background, nevertheless, they are functioning and one hundred per cent. The hours of the day are not too long and six days in the week they serve you loyally, putting up with my shortcomings. I can do no less than publicly pay my respects and thanks for faithful service, well performed. Our office has been one of peace and harmony, each of us working in the interest of the other—this speaks success.

Following the reading of the report of the secretary, A. P. Sandler, secretary of the National Agstone Association, Columbus, Ohio, made an address in which he took for his subject, "More Good Hay and Less Hay Seeds." He urged the association to unite more closely with agriculture, saying that if they wanted real prosperity they would find it came from the ground. He advised the use of more limestone to the farm acreage and urged the observance in business of the motto originating with President McKinley, "Co-operation is better than cut-throat competition."

WEDNESDAY MORNING

President Mullally called the Wednesday morning session to order promptly at 10 a. m. and after several songs led by Maurice Niezer, Arbitration Committees No. 1, 2 and 3 reported. The chairmen of these committees are D. B. Tilson, Kansas City, Mo.; Henry Freuchtenicht, Louisville, Ky.; Hugh M. Scott, Montreal, Quebec, respectively. The substance of the reports was that due to the good work accomplished by Secretary Taylor on arbitration matters, that there had been little need of the committee's services.

W. E. Murphy, assistant secretary of the Horse Association of America, addressed the convention on the work of his office. Mr. Murphy proved to be an excellent speaker and at the close of his remarks it was moved that the association contribute to this work the amount being left to the discretion of the Board of Directors.

REPORT OF STATE VICE-PRESIDENTS

C. R. Aldrich, Spencer, Ohio, chairman of State Vice-Presidents, gave his report as follows:

E. A. Olson for Minnesota: "Good demand all year—not over 10 per cent back. Future outlook good—horses coming back. New crop slow account of dry weather."

A. Calliari for Wisconsin: "15 per cent old crop back—one-third good No. 2. Balance no grade. New crop looks good—several concerns going back to horses."

Avon Burk for Indiana: "Old hay all shipped—acreage—Clover larger prospects good—Timothy fair—horses gaining on farms—trucks in cities."

O. Lyngen for North Dakota: "No hay left—backward Spring. Grass slow growth—prospects for new crop poor—not many trucks used."

D. Dunn for Colorado: "Condition of Alfalfa fair—bothered with cut worms—inspection mostly farce and our greatest trouble."

S. O. Downer for Michigan: "Growing crop looks fine, but late account of cold, wet weather—acreage normal, but probably heavier yield."

E. D. Hurley for Ohio: "Large crop account rain during May and June—very little old hay left—quality was good—handled same on small margin account Canadian imports."

F. R. Voris for Illinois: "Old hay all shipped—excess of rain and crops backward—normal acreage for new crop and very weedy—no Alfalfa."

G. E. Meech for Connecticut: "Old hay gone—best demand past year than for several years—rains and wet weather have made a very heavy crop—will have 25 per cent more than 10 year average."

F. H. Schmancke for South Carolina: "Very little hay produced—there has been a large per cent of refusals on hay shipped into Charleston account hay not up to grade. Hay invoiced as No. 1 does well to

grade No. 2—livery stables and mule dealers report good business—future outlook fair."

S. P. Davis for Arkansas: "Stock of old hay cleaned up—some new Alfalfa being shipped in—will need it all year—trucks on the increase."

W. B. Owen for Rhode Island: "No hay baled here—can buy Canadian hay several dollars ton cheaper, but look to New York, Michigan and Ohio for good hay and our customers are willing to stand the increased cost to get good hay."

E. F. McHugh for Massachusetts: "Massachusetts raises no hay to sell—horses increasing in cities."

W. J. Crosswell for Georgia: "Georgia raises only Fea and Soy Bean hay—Oats were killed, and two-thirds of the rye—will need a lot of hay."

J. B. Kittrell for North Carolina: "Very little hay raised—Canada shipping in a lot of hay and is causing a lot of complaint."

S. G. Prescott for Vermont: "Future conditions looking good—very little No. 1 grown—mostly feeding hay—trucks increasing—Boston receiving less than 100 cars per week—compared with 300 cars a few years ago."

C. A. Phillips for Pennsylvania: "5 per cent of old crop on hand—new crop will be considerable above 10 year average."

George Porter for Lethbridge, Canada: "25 per cent of old crop Alfalfa back—20 per cent of crop Timothy back—Worse difficulty in past year has been the large amount of poor hay—farmers using more horses, less tractors—Alfalfa acreage will be 20 per cent less—plenty of rain—dealers having a tough time account of co-operative movement."

W. R. Hornbaker for New Mexico: "No carry over—new crop very short, 60 per cent normal, account hot dry weather—raise nothing but Alfalfa—my advice is to support the Association and clean our decks of unscrupulous and unworthy."

J. M. Clement for Texas: "Average oat crop—smaller corn crop—cotton below average—no old hay left—new crop good Alfalfa, Johnson grass and Prairie hay, fair."

R. C. Hemphill for Alabama: "We raise no Timothy, only Alfalfa and Johnson grass—Government grades causing lot of confusion—I believe this is the greatest step that has ever been taken to put the hay business on a firm foundation—if shippers, growers, brokers and receivers would only realize that hay that really grades No. 1 under the old rules will grade No. 1 under the new and the guessing is eliminated. I hope to see these rules in effect at all points."

Geo. M. Parker for Florida: "No old hay back in Florida—not so much hay consumed as five years ago account automobiles and trucks—our greatest trouble is careless loading—when hay is properly loaded and weighed we have no trouble—unable to



L. C. GILLILAND, VAN WERT, OHIO; WALTER TOBERMAN, ST. LOUIS; F. M. WILLIAMS, NEW YORK; RUDOLPH RAABE, FT. JENNINGS, OHIO

get any new members, but have done the best I could."

W. E. Starr for California: "Grain and hay crop 50 per cent of normal—Alfalfa 10 per cent less than last year due to dry weather—47,073 cattle, 20,465 swine, 24,964 sheep and 607 goats, total of 93,099 head killed account of foot and mouth disease."

H. S. Whitehurst for West Virginia: "Practically no hay grown in West Virginia—trucks on the increase but on account of our lack of improved roads they are not very dependable—the coal mines are mostly all using electricity which replaces the herds of mules that formerly were seen around the coal mines—Charleston dealers are practically all members of the National Hay Association and there are no new members to get."

Fred M. Williams, New York, N. Y., chairman of the Committee on Trade Questions, gave his report. He particularly advised a clearer interpretation of the term "in transit" and a knowledge of its exact meaning as used in the hay trade.

W. I. Biles of Saginaw, Mich., chairman of the Committee on Code of Ethics read his report. The suggestion was made that the report be mailed in

printed form from Secretary Taylor's office for general use by the hay trade.

In the temporary absence from the hall of L. S. Gilliland, Van Wert, Ohio, chairman of the Committee on Statistics, his report was read by Leonard Gibson. Mr. Gilliland had evidently spent much time on this report which was very comprehensive and will be sent out in full with Secretary Taylor's report.

WEDNESDAY AFTERNOON

The Wednesday afternoon session opened with an address by Mr. McGarrah, a representative of the Car Service Division of the American Railway Association. He asked the hay trade to order needed cars as far in advance as possible so that the car service division could spot empties suitable for the purpose in the vicinity of the point where needed.

REPORT OF TRANSPORTATION COMMITTEE

J. C. Suttie, Omaha, Neb., chairman of the Committee on Transportation, presented the following report:

I am giving you my report as chairman of the Transportation Committee for the past year, and while volumes could be written about some subjects, will make the report short and to the point, giving my recommendations frankly as I see the necessity for such recommendations, and with the sole idea in mind of what I think is for the good of the Association as a whole. No censure intended, just plain statement of facts as affects us all who are interested in the future of the Association.

The past year traffic matters have been many and varied, all taking considerable time and thought, and taking all things into consideration I feel we have been fairly successful in our work. The larger subjects handled successfully are enumerated as follows: Minimum weights advances; proposition killed. Seventy-two-hour limit reconsignment proposed on dead freight; proposition killed. Through rates, hay, U. P. R. R. Systems points to C. St. P. M. & O. R. R. points in Iowa, Minnesota and Wisconsin; successful getting through commodity rates published. Transit at Missouri River points; transit cancelled, subsequently re-established. Through rates, hay, C. & N. W. R. R., Wyoming and South Dakota points to foreign line points in Illinois, Wisconsin and Missouri; successful getting through commodity rates published. Reduction, general, I. C. C. Docket 15263; attended hearings



S. W. KEMP AND GRANDDAUGHTER, RUTH

before I. C. C. at Kansas City, Minneapolis and Chicago; I. C. C. has not yet rendered decisions. Iowa state rates; attended hearing before Iowa Board of R. R. Commissioners at Des Moines protesting cancellation Iowa classification basis and substitution of western classification unless provision made continuing present scale and minimum weight. Transit, Green Bay and other points; attended meeting with C. & N. W. and C. M. & St. P.; final decision not yet made. Central Western Regional Advisory Board; worked closely with them; no complaints car shortages past season due to excellent work of this Board.

A multitude of smaller subjects handled satisfactorily, which need not be enumerated here. Recommendations for the coming year are as follows:

First—You are not going to get any results out of anything if you depend entirely on the other fellow to do it, and if you expect results out of your transportation committee, give them your assistance and help in all they ask you for. Get away from this

"Let George do it" spirit. I can tell you about some I. C. C. cases last winter where we tried a half day to get some local hay men rounded up to attend hearing; finally got a lot of promises, and that is all we did get, for we didn't get either the men or their testimony to show up. Tell your troubles, lend a hand and we will all be better off. You must co-operate to get results.

Second—I do not believe in filing formal or informal complaints before the I. C. C. or state bodies until it has been found impossible to get relief in any other way. I have always had more success in getting concessions by going to the carriers themselves, explaining the situation, and trying to find some satisfactory basis amicably. My experience has been that the carriers are as willing to correct a bad situation as we are to have it done. Complaints are mighty expensive things; let's keep away from them as far as possible. Our railroad friends are not hard to approach as a rule and close relations will benefit both.

Third—One of the worst features of the hay trade today is the hardship caused to the business by the very limited reconsignment privileges allowed. Present rules have localized the business and need revision. Some attempt should be made to line up better rules.

Fourth—Rates in general—a big subject. Strong need for more equitable adjustments, especially in long haul rates. Some of these long haul adjustments are a fright, and cannot possibly be defended. Hold on to your commodity rates and do not let your commodity rates be cancelled and traffic put on class basis or you will be into it up to the neck. This Iowa situation spoken of previously is just a forerunner of what will occur all over if carriers permitted to make advance there that they are seeking. Have been warned personally several times past year we can expect higher rates on hay, as claim is made present rates not remunerative. Remember, it is much easier to get a rate advanced, than get it lowered.

Fifth—Political. Personally would like to see state railway boards given their rights again and get away from this centralized authority at Washington. State boards much more in touch with local situations.

Sixth—Practically every firm in the business, and especially so with market men, get letters from railroads endeavoring to collect under-charges on old shipment, and many times on consigned cars, railroads rarely going back to country for these collections. Threats of suit usually follow notice of refusal to pay or advice to railroads to collect from original shipper when due from him. Many times these are paid with no recourse whatever to prevent continual annoyance. Where no liability rests with party threatened, suggest papers be referred to Traffic Manager for handling.

Seventh—Many times when called upon for data for use in rate cases, seldom one out of ten answer Secretary Taylor's letters. The member in Memphis cannot be expected to know of local conditions the man in Ohio has to contend with. When called upon for data, take a little time from your regular work to dig this up, for it will all help you in the end. You may be the next one to call for help.

Eighth—Finally "Co-operation" spells it all. If we all co-operate and work together for the good of the Association, and put up a strong, united front in all these rate cases, we will get many times further along than by individual effort. The National Hay Association is recognized as strong by the carriers, commissions, and others—let us keep it so. In conclusion, wish to say that I have enjoyed the work very much the past year, have been the recipient of many courtesies from all the members I have come in contact with, and in all that I have done, knew that I had the full support of President Mullally, Secretary Taylor and the other officers of the Association.

D. J. Sims, Traffic Manager, Auburn, N. Y., gave his report.

Mr. Sims was followed by J. F. Utley of Capac, Mich., who gave a talk on the subject "Troubles." He pointed out many of the griefs that befell the lot of the hay man and said that buying the hay right and loading it properly would help eliminate many of the troubles that arose when the shipment arrived at point of destination.

A discussion on "Federal Grades" was lead by W. A. Wheeler, U. S. Department of Agriculture, Bureau of Agricultural Economics, Washington, D. C. He told the dealers that grades for Alfalfa, Prairie and Johnson hay were under preparation and it was expected would be finished in time for the 1925 crop.

The report of the Grades Committee was given by F. E. Young, chairman, Lansing, Mich. In substance, Mr. Young's report neither favored nor disapproved the United States Federal Grades but reiterated that the National Hay Association Grades had proved most satisfactory since the 1919 convention. The report was approved and as no discussion followed the United States Federal Grades therefore remain as formerly, and the hay trade in

general will continue to operate on National Hay Association Grades.

The election of officers was made the next business of the meeting and P. E. Goodrich of the Nominating Committee brought in the following report:

For president, George F. Brown, Charleston, W. Va.; first vice-president, H. A. Bascom, Boston, Mass.; second vice-president, W. E. Starr, Los Angeles, Calif.

Directors for two years: Dan Mullally, St. Louis, Mo.; C. F. Morriss, Richmond, Va.; Harry D. Dinius, Roanoke, Ind.; Newton C. Campbell, Kansas City, Mo.; W. I. Biles, Saginaw, Mich.

On motion the rules of the Association were suspended and the secretary was instructed to cast the unanimous ballot of the organization for the offices named in the report.

THURSDAY MORNING—FINAL SESSION

The first order of business at the Thursday morning session of the convention was the report of the Committee on Resolutions. It brought the thanks



MR. AND MRS. F. M. WINKLER
AND MR. AND MRS. ROBT. L. EARLY

of the Association to the officers and Board of Directors for the splendid services rendered the past year and to the Bureau of Markets for its co-operation with the trade and the exhibit of baled hay showing the various grades in the convention hall.

A resolution was also adopted that in view of transportation differences between the West and the South as opposed to the East and North, special attention should be given by the transportation department to provide relief for middle western hay shippers as urged in Mr. Stuttie's report.

The committee appointed to consider President Mullally's Directors' Report brought in an approval of the report in its entirety.

Warren Dean of Auburn, N. Y., then gave the Trade Rules Committee report. The following changes were made:

Rule No. 6 provides in brief that arbitration costs of \$20 shall be deposited by each party and the losing party shall pay the entire amount and the winning party \$10 when the arbitration is completed.

Rule No. 4 on demurrage and additional charges provides that if the railroad agent demands more freight than was allowed by the shipper the latter is responsible when he has been notified by wire.

Rule No. 5 on the war tax is entirely eliminated and a new rule No. 5 substantially as follows is substituted: The buyer shall furnish billing instructions to the seller within 24 hours after the seller has demanded shipping instructions on contracts stipulating 10 day shipments or less. This is construed as prompt shipment from the date of sale.

Rule No. 6 in sections A, B and C changes the former reading of ten days from shipping instructions to ten days from date of sale.

Rule No. 7 on incomplete shipments stipulates that if the seller cannot complete his contract, he shall so advise the buyer, whereupon the buyer may cancel or extend the contract and advise the seller by telegram within twenty-four hours. On incomplete deliveries the shortage shall be similarly handled between seller and buyer.

An entirely new rule on brokerage was created. The import of it is that brokers who exceed instructions of their principals are liable for resulting damages.

A new Rule No. 18 was passed covering the tender of hay of higher quality in the same grade than stipulated in the contract shall be deemed valid.

An invitation to hold the next annual meeting at Grand Rapids, Mich., was presented and the matter was referred to the Board of Directors.

BANQUET AND ENTERTAINMENTS

The banquet for the thirty-first annual convention was an unusually pleasant affair and this is saying much for the National Hay Association as one

large happy family in its amusements and friendliness and sociability are its middle name. The Association was also very happy this year in selecting its speaker at the banquet, Judge Roland W. Baggett of the Court of Domestic Relations, Dayton, Ohio. The Judge spoke on "Reforming the Reformer." He said that reformers were generally old men or young women; the first, because they had passed through most experiences and the second because they never had any. It was a very instructive and entertaining address. There was a card party given for the ladies on Wednesday afternoon and dancing each night in the pavilion in which old and young joined.

The results of the severe storm at Lorain and other points in northern Ohio were brought very close to the hay dealers and a collection was taken during the convention which netted \$250 to these sufferers.

TEST WEIGHT PER BUSHEL

It is an error to assume that the variety of the wheat is the principal cause of variation in test weight per bushel. Comparative studies of the same variety of wheat in different years show that both season and location have a very considerable effect on the test weight. It was observed with Marquis wheat that samples of five crops of Marquis produced at 12 different stations, a total of 60 samples, varied from 51.5 pounds, the lowest in 1919, up to 65 pounds, the highest, in the crop of 1917. Here was a difference of 13.5 pounds in test weight of the same variety.

The average test weight of the 60 samples of the five crop years, was 58.6 pounds. The heaviest average test weight of any one year was 60.1 pounds (in 1917) and the lightest was 57.4 pounds, for the 12 samples of 1919. The heaviest test weight of any one station was an average of 62.2 pounds for the five years, and the lightest average weight of any one station for the five years was 54.5 pounds. The greatest range between stations for any of the crop years was 11.1 pounds.

NEW DURUM VARIETY

Nobody of any consequence now advises the raising of Durum to take the place of ordinary Hard Spring milling wheat. But there is a legitimate demand for Durum for milling into semolina for macaroni both by our own mills and for export abroad for European paste industries. And it is desirable that only the best Durum varieties be grown; for there is almost as wide a variation in Durums as in other classes of wheat. The amber varieties, generally speaking, are the best; and of these, a new one, developed at the Dickinson, North Dakota substation, is believed to be the best.

This new variety christened "Nodak," originated in 1915 in a single head of Kubanka. It has been continuously tested for milling, baking and macaroni purposes as well as for yield, rust and drought resistance; and the authorities believe it is the best Durum variety grown, combining high yield, rust resistance and good color and quality for macaroni. This year enough seed is available to plant a large acreage, and the result will aid in deciding whether "Nodak" is really the superior variety that results thus far have indicated.

PRODUCING HIGH PROTEIN WHEAT

"There are three factors that control the production of high protein wheat: climate, available nitrogen and variety," says H. M. Bainer, Director, the Southwestern Wheat Improvement Association. He continues by saying, "While we are unable to control the climatic conditions, we can control the soil conditions and the variety. Any good suitable variety, however, is capable of producing a high protein wheat, if the other conditions are satisfactory. The main thing, therefore, to produce high quality wheat, is to see that the soil is well supplied with available nitrogen and is put in a good physical condition.

"Recent experimental work has proven, con-

clusively, that protein in wheat, depends upon the supply of nitrogen in the soil. If plenty of nitrogen is available, it will increase the protein content considerably; it will improve the milling and baking properties, and consequently increase the market value of the wheat. The California Experiment Station, for example, found that by adding nitrogen to the soil, they could increase the protein in their Soft White wheats from 11 to more than 15 per cent, raising the grade from No. 2, Soft to No. 1, Hard. Similar results have been shown at the Kansas Station, on the Hard Winter wheats. Farmers are finding that the ground which has previously been in Alfalfa, Clover, Sweet Clover, soy beans, cow peas or other legumes, always produces a darker and better quality wheat, than that which is grown on ground that has never produced any of the legumes.

"The question of 'Quantity and Quality,' in wheat growing, can be solved, economically, through a rotation with legumes; judicious use of manure and early seed-bed preparation. It has been known for several years, that early preparation will increase the wheat yield materially. But only recently has it been known that the wheat from the early preparation makes better bread than that from the late preparation."

A NEW COUNTRY ELEVATOR

Many of the enterprising owners of country elevators have recently built rather imposing concrete elevators, and among the country stations to profit



SARTOR & CLARK'S ELEVATOR, OAKTOWN, IND.

by such buildings is Oaktown, Ind. At this point during 1923 the firm of Sartor & Clark erected a new house, having all the latest improvements and mechanical devices.

The construction of the elevator was in the hands of the Polk Genung Polk Company, of Fort Branch, Ind., and they succeeded in carrying out a plan which has been giving complete satisfaction to its owners. The storage capacity of the new Indiana elevator is 32,000 bushels, and it is located conveniently on a railroad siding, and has adequate mechanical provision for loading and unloading.

A good view of the completed elevator is given in the accompanying illustration, which shows the four round tanks without partitions, that constitute the storage facilities of the plant. All the structure is of monolithic concrete, and the four tanks each have a diameter of 16 feet and are 40 feet high. They stand in one straight row.

There is a full sized basement under each tank, which houses spouting and conveyors. The grain is delivered to the tanks by an out-of-doors conveyor on the concrete roof.

The height of the structure is the same as the depth of bins,—40 feet, and the walls are each six inches thick. Modern machinery has been installed throughout and gets operating power from a 25-horse power electric motor.

DISEASE-FREE BARLEY BEING BRED

In 1919 studies were commenced to determine whether a stock of pedigreed barley, free from infection with the bacterial stripes disease, can be developed. A. G. Johnson, of the Bureau of Plant Industry, has been giving attention to this work, and has found no evidence of the disease this season. The small quantity of seed harvested this year will be planted in increased plots next year to propagate this disease-free strain. The work has been carried on in Wisconsin, and it is said that this type will not be sufficiently abundant for distribution generally for several years.

AMERICAN RICE MARKET IN ENGLAND

The United States has been ranking second to British India as a source of supply for the British rice market, since 1922. According to a recent report by Howard Donovan, American vice-consul in London, American rice is considered to be the best on the market, and is always in demand, despite the fact that it is always more expensive than that from any other source.

In 1922 the percentage of cleaned, whole rice supplied by the leading producing countries showed 44 per cent from India, 20 per cent from the United States, and nine per cent each from Siam and Spain. In 1919 the United States only showed 6 per cent against India's 82 per cent.

Prospects for this season for American rice in London are generally described as favorable. On account of the fact that continental crops are expected to be heavy, the element of price may stand in our way, according to Mr. Donovan. Generally, almost half of the clean, whole rice imported into Great Britain is re-exported. In this way considerable of the American rice gets to various European countries.

REDUCING INJURY BY INSECTS TO STORED CORN

Chemical analyses together with weight determinations have shown that corn may lose fully two-thirds of its nutritive value during a year's storage. Much corn is simply riddled by weevils. The loss in feeding value is great since it becomes repellant to stock; and horses, cattle and mules and even hogs may reject it. Poultry alone eat weevily corn with relish.

It has been estimated that in one year the loss to Alabama's corn crop alone was five cents per bushel per month after November 1, for about one-half of the yield that continued in storage up to April and for all the corn stored after that time. On this basis, the state's loss reached close to \$4,000,000 for nutritive value alone.

In discussing recommendations for future practice, it has been suggested that care be exercised in seed selection; that upland corn be protected by trap rows, a few rows being planted two or three weeks earlier or with seed of a more rapid maturing variety, so that it will mature earlier than the main crop and serve to concentrate the weevils thereabout; that fumigation treatment be followed; and that harvesting methods be governed according to the necessities of the case.

CREDIT SITUATION OF GERMAN MILLS CRITICAL

The failure of German buyers to take delivery of French flour, owing to the improved franc is still causing heavy resales at low prices with Dutch, Belgian, and South German mills unable to compete.

The Reichbank allotment of foreign exchange to grain importers is about 1 per cent of the demands. Rotterdam fears allotments may be a complete cutoff, as German stocks of domestic and government bread grains are reported as sufficient for three to four months. Dutch wheat premiums, according to Department of Commerce reports, shifted from immediate to June and July business, mainly confined to Manitoba, Argentine and Russia.

The Western Route for Canadian Grain

Vancouver's Position in Grain Shipping Strengthening and Canada Plans Large Traffic Between Pacific Coast and Europe

By E. L. CHICANOT

THE western route for grain from Canada has already, in phenomenally brief time become important, but certain developments under way and others presaged for the near future are much more significant and augur for that route an amount of business not even anticipated or expected when the route for grain to England via the Panama was proved feasible. The situation at the

dian Pacific port have from the first been distinctly limited by storage capacities and handling facilities, as the port never dreamt in its prewar days of entering the grain trade, and these figures only represent what it has been able to handle, and not what it might otherwise have handled.

It is true that this grain trade has to some extent been built up from extraordinary demands

considerable movement of wheat from Vancouver to Europe. Almost immediately after wheat began to move through the Panama to British ports English grain and brokerage houses located in the Pacific Coast city for the future business anticipated. Very soon a grain exchange was established which now establishes the grades and prices of export wheat. Other organizations were formed to expedite the handling and movement of grain and an entire business machinery necessary to a voluminous grain trade has been evolved and operating to a restricted extent. The manner in which exports have grown at Vancouver corresponds exactly to the improvements effected in facilities and the increases in capacities.

What wheat exports from Vancouver might easily become may be roughly gauged by merely taking the wheat production of the Province of Alberta, the most westerly of the Prairie Provinces, and whose output should naturally find outlet by the Pacific Coast. Alberta in 1923 produced 166,834,000 bushels of wheat, and while this was in some respects an extraordinary crop production there is increasing and in a year or two this will be a fair average. About 80 per cent, or around 133,000,000 bushels is exportable, so that taking only this one province into consideration the present wheat exports of Vancouver which are considered remarkable might be trebled.

While the despatch of greater volumes of western grain via the Pacific Coast has recently been the object of investigations by Japanese representatives and of French interests in the person of a member of the firm of Louis Dreyfus which has 112 branches all over the globe and last year imported 50,000,000 bushels of wheat into France, events which may, and probably will have developments in the future, there is definite assurance of a substantial increase in the volume of grain to be despatched to the British Isles and to Europe in steps which have already been taken.

Not only the most momentous entry into the western Canadian grain trade, but probably the largest single investment in any particular line of industry in Canada which has ever taken place at the hands of British capital, has been the coming of the Spillers Milling and Associated Industries into the western Canadian grain and milling industry. This firm which is the foremost of its kind in the United Kingdom is investing \$10,000,000 in western Canada, and its declared intention is to immediately double the volume of wheat exports to Europe from Vancouver. It has commenced work upon the erection of a terminal elevator at



VANCOUVER—WEST VANCOUVER ACROSS THE BAY

present time leaves little doubt but that the huge grain crop of the three Prairie Provinces will in future years to an increasing extent split in a more even manner between east and west, and a greater bulk of that grain produced in the extreme west be diverted to the Pacific Coast instead of moving eastwards over rail and lake for shipment by eastern gulf and ocean ports.

The shipment of a certain portion of the prairie wheat crop from the Pacific Coast has always been a logical desideratum. A goodly section of the prairie area is economically as well as actually nearer Vancouver than the Great Lakes and Montreal, and in any case the volume of the crop which has had to move over the same rail facilities with the same handling facilities, with its substantial annual increments, has of recent years resulted in such hectic activity in an endeavor to clear it before the closing of navigation that an alternate outlet on the Pacific Coast was more than welcomed. This was furnished when, in the end of 1919, an experimental shipment of wheat made to England via the Panama arrived in the best of shape and gave general satisfaction, and definitely proved there need be no apprehension as to the receipt of subsequent shipments.

Since that time the status of the port of Vancouver has been virtually revolutionized. From a relatively insignificant port for the shipment of a not great volume of trade to the countries of the Antipodes and the Orient it has come to take a place among the premier ports of the continent. In total tonnage it rivals Montreal, and is only surpassed by two seaports on the entire Pacific coast. It has rapidly overtaken all other Pacific ports in its exports of grain until it now surpasses all in this respect. Wheat shipments have grown voluminously each year until of the 1923 crop Vancouver exported about 50,000,000 bushels of wheat. Furthermore shipments of wheat from the Cana-

dian Pacific port have from the first been distinctly limited by storage capacities and handling facilities, as the port never dreamt in its prewar days of entering the grain trade, and these figures only represent what it has been able to handle, and not what it might otherwise have handled.



AN ALBERTA WHEAT FIELD—NO WONDER IT PRODUCES 40 BUSHELS PER ACRE

of Canada's first Pacific Coast port. But the most significant movement in point of the future of the trade has been that of wheat to the British Isles and the European continent. It is in this direction that developments are taking place which are fraught with considerable significance to the grain traffic of the North American continent.

From the first it should be realized that there never has been any doubt as to the future of a

Vancouver which will cost \$2,500,000 and will have a capacity of 2,000,000 bushels. The company will ultimately have a chain of 238 elevators in British Columbia, Alberta and Saskatchewan, and a flour mill in Alberta with a capacity of 10,000 barrels. This will easily make the Spillers Company the foremost interest in the Canadian grain and milling trade.

It is more than significant that, directly follow-

ing the establishment of the Spillers interests in the Canadian field, and their declaration of increasing the European wheat trade via the Panama, the British Government should have concerned itself over the matter of the provision of grain storage elevators at British ports, to afford facilities for the movement of Canadian wheat from Vancouver. The scheme discussed with western Canadian cabinet ministers in London is understood to have general approval and tentative steps in this direction have already been taken pending agreement upon arrangements in western Canada.

Business interests associated with the Manchester Ship Canal have already offered to build a 10,000,000-bushel elevator at Manchester to receive Canadian grain and the Royal Mail Steam Packet Company and other British lines interested in Vancouver have promised to provide vessels to take all traffic that offers, provided that storage facilities are provided. It seems at the most only a matter of time until storage facilities at Vancouver and British ports and facilities of transportation have developed a voluminous traffic between the Pacific Coast and Europe which will make the shipments of the present year look very insignificant.

The reasoning behind the scheme of the British Government is that bread could be provided the British consumer cheaper if Alberta wheat were shipped via Vancouver to storage elevators at those

British points nearest the flour milling centers. The Alberta Minister of Agriculture has already taken the matter up since returning from England and it is expected that the Alberta wheat pool will act from the Canadian side with interests in Britain, governmental or private, responsible for the elevators. The wheat will be sold by grade to the English millers, representatives of the wheat pool in England taking the place of brokers and other middlemen through whom shipment and sale are now handled.

The actual shape of the scheme is as yet in a very nebulous state necessarily. But that something, and something big, will come out of it there cannot be much doubt. The Pacific-Panama route to England is a fact and it is only on the eve of development. An alternate route for western Canadian grain has always been supremely desired, and proof of its utility and economy has been given in the astonishing manner in which Vancouver's wheat traffic has been built up since 1919, in spite of handicaps and shortcomings. Developments under way are momentous and significant. With such great interests busying themselves the Panama route for western Canadian grain is bound to seize a greater bulk of the traffic each year until there is a fairly even split of the huge prairie crop between Pacific ports and those on the St. Lawrence Gulf and the Atlantic.

COMMUNICATED

IMPORTANT INSECT CONTROL CAMPAIGNS STARTED

Editor American Grain Trade:—You may be interested in knowing that our Association has been instrumental in putting on two extensive insect control campaigns this season; one on the chinch bug and the other on the Hessian fly.

One hundred and twenty-five thousand copies of instructions for control of the chinch bug have been placed in the hands of farmers in infested sections of the Southwest and posted in railroad stations, banks and other conspicuous places. The Hessian fly campaign is just starting; 100,000 copies of instructions will be distributed within the next few days. These campaigns are carried on in co-operation with the agricultural colleges, county agents, state boards of agriculture, chambers of commerce, banks, railroads, mills, elevators, implement concerns, farm journals, county papers, etc.

The chinch bug and Hessian fly have done more damage to wheat this year than for several years in the past, and these campaigns will do much to control these pests for years to come.

We are also just starting another extensive campaign, encouraging early preparation of wheat ground and rotation of crops. Every effort is being used to show that by early plowing, destruction of weeds, rotation of crops and good practical methods, wheat yields can be increased all the way from a few bushels to 15 or 20 per acre, which, at the same time, will improve the quality.—THE SOUTHWESTERN WHEAT IMPROVEMENT ASSOCIATION, H. M. Bainer, Director.

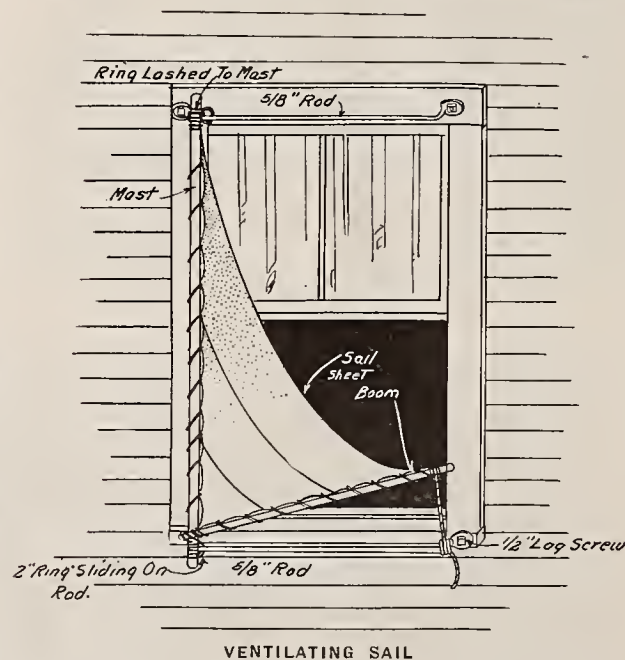
HOW TO MAKE A VENTILATING SAIL

Editor American Grain Trade:—I did a whole lot of grumbling about the heat last summer, because my office in the elevator was so situated that the prevailing winds, which were very strong and pretty regular, either from the northwest or from southeast would sweep along the side of the building in which the office was located, and scarcely a puff of wind ever came in through the windows. The building chanced to be located with its side—where my windows were—directly in line with direction of the prevailing winds.

I rigged up a couple of big wooden fans on the shaft to which the shop machinery was belted. This helped a whole lot when the machines were in

use, but at other times, as you might say, it was "hotter than Tophet" in the office. One day, while watching a chap sail a boat past the elevator on the river, I got "ketched by an idea," and rigged up a ventilating sail, which sent a strong breeze into the office, whether the wind chanced to blow from "sou-east," or "nor-west."

Almost any kind of leg-o-mutton sail will do the trick, and I rigged up one as shown herewith.



The light mast, I made from a spruce edging from a board. It was about an inch in diameter and about as long as the shop window was tall. The boom was of same size and material and was fastened to the mast by a cord lashing.

Two galvanized rings, about two inches in diameter and made of $\frac{3}{8}$ -inch metal, were procured and I lashed them to top and bottom of the mast as shown, then slipped the rings over the galvanized rods which are shown fastened to top and bottom of window frame on stool and top casing respectively. These rods, I bent so they stood out about two inches. The ends were flatted and fastened with galvanized lag screws. A bit of cord serves as a sheet and was made fast to the boom near its outer end, and after I had trimmed the sail to throw into the room the desired quantity of wind ventilation, I made the sheet fast

to the galvanized rod as shown. I am going to make the sheet fast nearer the middle of the boom, and tie it to a screw-eye let into the side of the office just below the middle of the stool rod. Then, once adjusted, the sail will be self-handling, and no attention need be given to moving and "trimming" the sail, whatever may be the wind direction.

Now, however, I find that when the wind blows from the right, as in the cut, the mast must be moved to the left as shown, where it will be held by wind-force against the left hand ends of the top and bottom rods, and the sheet made fast as described. But with the sheet fast to a central eye, the wind will slide the mast along, when the wind comes from the left, the sail will trim itself, and it will not be necessary to trim the sail again and make the sheet fast to the left hand end of the rod.—JOHN OGDEN.

RECORDS ESTABLISHED BY CANADIAN ELEVATORS

Editor American Grain Trade:—Knowing the interest you are taking, on behalf of your readers in the handling of grain in Canadian elevators, I am giving some data from the latest revision of records of performance of the elevators at the Head of the Lakes. Records for individual days were not easily established as the arrival of cars from the West for unloading and the ample supply of tonnage for loading in the fall of 1922 and 1923 were so uniform day by day in the busiest part of the season.

While the total storage capacity of the 35 elevators—64,360,000 bushels—is about 8,000,000 above that of the nearest competitor—Minneapolis-St. Paul—yet there have been more bushels of grain actually in store than even that large total. The capacity is very conservatively stated.

Another elevator is in course of construction for the Reliance Terminal Grain Company, Ltd., which now operates the old Davidson & Smith Elevator under lease, by which another 1,250,000 bushels storage capacity will be added ready for the 1924 crop movement.

The greatest quantity of all grains in store at Fort William and Port Arthur elevators at one time was 64,328,891 bushels, on April 17, 1924. Of the quantity, 52,986,315 bushels were of wheat.

The greatest quantity of grain handled by these elevators was, for the calendar year 1923,—309,948,556 bushels, for the crop year 1915-16,—382,756,460 bushels.

On November 6, 1923 they unloaded the greatest number of bushels in one day, namely, 3,291,605, of which they made 2,360 cars. On December 1, 1915 they made the greatest shipments of any single day, amounting to 5,678,060 bushels. This compares with November 29, 1923 in the last season, on which date 5,547,998 bushels were shipped.

On October 30, 1922 there were 2,824 cars of grain inspected in the Western Grain Inspection division, constituting a record for a single day.—E. A. URSELL.

AUSTRALIAN WHEAT STANDARD FOR 1924

The Australian wheat standard for the season just finished has been fixed for New South Wales at 60½ pounds per bushel, Victoria at 61 pounds. The following table shows how these weights compare:

| | 1922 lbs. | 1923 lbs. | 1924 lbs. |
|-------------------------|--------------|--------------|--------------|
| New South Wales | 61 | 61 | 60½ |
| Victoria | 60 | 61½ | 61 |
| South Australia | 60 | 61½ | 61½ |
| Western Australia | 63 | 62 | 61¾ |

ITALY reports corn acreage about the same this year as last; and Bulgaria forecasts the 1924 crop at 29,211,000 bushels, compared with 26,866,000 in 1923.

MOSCOW papers show considerable alarm at the condition of crops, particularly winter cereals, because of drought in some sections, heavy rains in others, and damage from field mice. Minister Coleman states that this will probably mean a reduction in the harvest forecasted at 90,282,000 short tons.

NEWS LETTERS

LOUISVILLE

A. W. WILLIAMS - CORRESPONDENT

BUSINESS has been very quiet with the Louisville elevator and grain trade over the past 30 days, but is beginning to show signs of life as regards movement of wheat, although the crop in Kentucky is very light this season, not running 50 per cent of a normal crop on present figures. Buying has been light on the part of country retailers as a result of high prices, good grass, and a belief that prices will be lower before they go any higher. Holdings in local elevators are quite light, as grain handlers are not showing much interest in any large holdings at present values.

The Kentucky Public Elevator Company, with a plant capacity well over a half million bushels, has less than 70,000 bushels of grain on hand at the present time. These holdings are made up of 35,000 bushels of oats; 1,800 of rye; 5,000 of wheat; and 25,000 of corn. However, daily handlings have increased to around 15 to 18 cars in and as many out, which is somewhat better than it was.

The Bingham Hewett Grain Company, reported that business was dull, as dealers were afraid of high prices, and were buying in limited quantities for immediate use. The company has been making offers on wheat.

Henry Fruechtenicht, local elevator operator, and handler of grain, hay, etc., reported that excellent grass out in the state had slowed down demand for hay, corn, oats, etc., along with high quotations. Mr. Fruechtenicht remarked that local business was rather dull, and that hay movement inbound was light due to farmers being busy in the fields, along with lack of local demand. A car of Clover arriving in Louisville on July 9, was warehoused when only \$20 was offered for it on track, which shows conclusively that local dealers are not especially interested in buying hay.

It is reported from Henderson, Ky., that in addition to a poor wheat crop, there has been bad weather at harvesting, and that the return will be very poor.

Corn planting has been late in the state, and early corn got a bad start, but conditions are now favorable, and outlook is for a very fair crop, especially in the Ohio River bottom lands. However, rain is beginning to be needed, as late June and July have been quite dry.

The Ballard & Ballard Company, millers of Louisville, received their first deliveries of wheat on July 9, the new wheat grading No. 2, and running 58½ pounds to the bushel, which is a little light. Local houses are offering around \$1.15 a bushel for wagon wheat, it being reported that some small supplies have been bought as low as \$1.13, but the Ballard company reported a buying price of \$1.15.

The wheat crop is running a little better than had been anticipated in the matter of yield, and some farmers are now sorry that they plowed up wheat that didn't look promising. Acreage in Kentucky was very small this year. Harvesting machinery people have reported it as the poorest crop on record, and claim that it didn't require much of any machinery.

Indications are that the country millers will have their troubles this season account of small wheat supplies in their own districts, and the fact that the larger mills will take up most of the available wheat early, which means that the smaller millers will either have to invest early, or go to the larger markets a little later on.

On July 3, the Ballard & Ballard Company, reported that it had paid \$1.24 a bushel for 100,000 bushels of old wheat, planning to blend this wheat with new wheat on early operating. The mill closed on the morning of July 4, planning to remain down until sometime during the week of July 13, figuring to have enough new wheat on hand by that time. Wheat has been dry and in good shape as a result of fine weather over the cutting and threshing period, which was late this year.

The grain market is quite strong, local houses now quoting 1.15 a bushel on No. 2 white corn; with yellow, \$1.13; and mixed, \$1.11, with No. 3, at 1½ cents a bushel under No. 2, and No. 4 at 1½ cents under No. 3. Oats are quoted at 61 cents for No. 2

White, and 60 cents for No. 3, old. Mixed are worth about two cents under white, but are practically out of this market. Some Indiana new oats have been bought, and are expected in the latter part of July.

Hay prices show no change, No. 1 Timothy being quoted at \$24 a ton; No. 2, \$22@22.50; No. 3, \$18@20; with No. 1, mixed, \$23; No. 2, \$21; Light Mixed, \$23.50; new Indiana Alfalfa, \$20@22; Clover, \$23@24. Wheat and rye straw are priced at \$12 and \$14 respectively. Feed prices are low with bran at \$24@26 a ton, cotton, carlots, and middlings, \$26@29 a ton, mixed feed being offered at around \$25@27.

S. T. Ballard, president of the Ballard & Ballard Company, Louisville, was at his office on July 8, for the first time in a number of months. Mr. Ballard was operated on for appendicitis some months ago while in Florida, and was so weak that he didn't return to Louisville until about a month ago.

J. Fisher Leake, Louisville district manager for the Bemis Bro. Bag Co. interests of Indianapolis, reports that things are a little dull out in the state, where country millers are not feeling very good over the short wheat crop, which will mean that they will have to bring in wheat at a greater cost.

KANSAS CITY

B. S. BROWN - CORRESPONDENT

KANSAS CITY had its first big run of new wheat on the Monday following the two-day adjournment for Independence Day. Total arrivals were 687 cars, nearly three times as much as on the corresponding day a year ago. Some of the Kansas market also received large supplies at the same time, Wichita reporting 714 and Hutchinson 299 cars. All the grain was from Oklahoma and southern Kansas. The first shipments generally graded high but protein tests were somewhat disappointing, particularly in some sections of Kansas. Railroads have made extensive preparations to handle the initial movement and the supply of cars is reported large. With prices well above the level obtaining at this time last season, it is thought marketing will be on a free scale.

Kansas City exporters are hopeful that a fairly good foreign business will get under way soon, although sales thus far have been unimportant. The readjustment of prices in the United States, Canada and Argentina recently has been to the advantage of Gulf handlers and prices for some time have been close to a working basis. As in most years, however, mills in the northern and eastern states have been bidding above the export basis for the first new crop shipments. Inquiries thus far have been chiefly for July and August loadings and have come from continental ports.

Many requests have been received by H. M. Bainer, director of the Southwestern Wheat Improvement Association, for copies of the illustrated pamphlet, "Handling Wheat from Field to Market." The booklet was prepared by Mr. Bainer and 25,000 additional copies are being published by his Association and also the Kansas City Clearing House Association. The latter has given considerable financial assistance in maintaining the Wheat Improvement Association.

E. W. McClintic, successor to the late W. M. Giles as manager of the Kansas City office of Thomson & McKinnon, is an applicant for membership in the Kansas City Board of Trade on transfer from R. Y. Smith. Mr. Smith discontinued the grain business bearing his name some time ago and is now operating an elevator in Nebraska. The membership sold at \$6,250, including the transfer fee of \$500.

The first car of new wheat to reach Kansas City was inspected June 18 and was consigned to the Fuller Grain Company from Grandfield, Okla. It graded No. 1 Mixed, 62.8 pounds, 11.2 per cent moisture and 11.65 per cent protein. The Pillsbury Flour Mills Company paid \$1.17 for the grain.

The new wheat crop is getting under way, and movement is expected to be heavy here from now on, in contrast to the rather quiet waiting period of the past month. Many local dealers have made trips through the Kansas wheat belt recently and report that present prospects are that the crop will exceed even the large

early estimates, both in quantity and quality. Threshing is general as far west as Wakeeney, 325 miles out of Kansas City. Indications are that the crop is running from 20 to 50 bushels per acre; according to several local grain men. Samples of the wheat are all heavy, from 60 to 64 pounds, and test in protein from 10.5 to 14.20. Estimates of the Kansas wheat crop indicate that it will be from 125,000,000 to 150,000,000 bushels. The recent damp weather has not affected the wheat materially.

Buying of new wheat flours has not yet begun to any appreciable extent. Wheat sales to the mills have been delayed this year and how long it will be before trade becomes heavy in new wheat flour is still a question in the minds of many dealers. The new wheat flour is not being quoted lower than the old wheat flour as yet, in contrast to the radical reductions made in prices about this time and earlier last year. According to some dealers, these sustained prices indicate a healthier tone in the market and an intention on the part of the millers to avoid a plunge into ruinous speculation.

Stanley G. Cronin of the Rocky Mountain Grain & Commission Company has applied for membership in the Kansas City Board of Trade on transfer from Max T. Moritz of the Moritz Grain Company, which firm is being discontinued. The consideration was \$6,250, including the \$500 transfer fee.

In the crop year ending with last month, Kansas City receipts of wheat were 60½ million bushels, a decrease of 18,000,000 bushels from the preceding season. This showing is somewhat surprising in view of the fact that the four states from which most of the receipts come—Kansas, Nebraska, Oklahoma and Colorado—raised 65,000,000 bushels less wheat in 1923 than in 1922. The same states this year have prospects for 57,000,000 bushels more wheat than in 1923.

The Kansas corn crop, which was retarded at first by the cold rainy weather, seems more promising than was at first expected, according to dealers who have made recent trips through the corn sections of the surrounding country. The grain is now anywhere from knee high to four feet and the growth looks very good. One dealer reported as a result of his observations that the corn seemed to be 90 per cent perfectly clean.

Grain receipts have been heavy for this season in Kansas City recently. July 7, 211 cars of corn and 687 cars of wheat arrived in the city.

Bert Sheldon, president of the Sheldon Hay Company, died at the Christian Church Hospital on July 5. Mr. Sheldon, who was 56 years old, was taken with acute pneumonia, about 10 days before his death. He was the former secretary of the Russell Grain Company and was widely known in the Board of Trade and Livestock Exchange. He is survived by his widow, Mrs. Susie Sheldon and a son, Roy Sheldon.

PHILADELPHIA

WM. A. LOCKYER - CORRESPONDENT

WITH the Philadelphia & Reading Railway spending approximately \$2,500,000 in constructing a new, concrete, fireproof grain elevator at Port Richmond, and the municipality itself also making large expenditures for piers and otherwise improving the facilities for handling overseas shipments, the Federal Government, through the chief of engineers, U. S. A., has just allotted \$1,907,500 for continuation of work on the 35-foot channel project in the Delaware River from Philadelphia to the sea. Announcement of the Government's action was made through the Philadelphia Bourse, which was advised by the National Rivers and Harbors Congress. The 35-foot channel is now more than 50 per cent completed, and the allotment just made will permit work to continue without interruption. The money comes from the War Department Appropriation Act, which was approved by the President on June 7, last.

With regard to the Philadelphia & Reading's new grain elevator, the company recently made the following announcement:

"Another contribution of the Philadelphia and Reading Railway Company to the Port and commercial prestige of Philadelphia is found in the addition to the

present grain elevator now operating at Port Richmond, the capacity of which is 1,000,000 bushels.

"Work will start immediately on this new, concrete, fireproof grain elevator at Port Richmond that will cost \$2,500,000. It will have a capacity of 2,500,000 bushels, and will be so constructed as to increase its capacity to 3,500,000 bushels.

"Vital not only to the city and state, but to the nation as well, is the fact that the big need for this new grain elevator is being met by the railroad, and is about to be erected without Government or legislative advice—or interference.

"The commercial and industrial life of the nation is bound up in the railroads. These railroads must be permitted to thrive—and their very existence is dependent upon their being allowed to expand their facilities to meet the growing needs of a rapidly-developing country.

"This new grain elevator is merely one instance of what the Philadelphia and Reading Railway means to do for the community at large—if permitted to mind its own business."

* * *

Philadelphia is to join with other North Atlantic ports in opposing the request of the South Atlantic and Gulf ports for elimination of the ocean rate differential and the establishment of parity rates from ports in all three groups to United Kingdom and Continent destinations. The manager of the Port of Philadelphia Ocean Traffic Bureau has been authorized by the Executive Committee of the Bureau to join New York and Baltimore in any action that may be proposed in defense of the differential.

The manager of the Bureau also was instructed to prepare to protect the interests of the port of Philadelphia in the matter of inland rail differentials which would be exposed to radical changes if the request of the southern ports is granted.

In the formal complaint of the southern ports to the Shipping Board it is claimed that sections 17 and 18 of the Shipping Act of 1916 give the Board power to correct unjust or discriminatory rates, and that the present differentials in favor of the North Atlantic ports come under this head. The southern ports request that a hearing on the complaint be granted and the rates established on a parity with North Atlantic ports to the United Kingdom, Continent and the Mediterranean. The complaint was filed specifically against three lines operating Shipping Board tonnage.

Movement of flour and grain through the Port of Philadelphia during the six months ending with June, the movement was as follows: Receipts: Flour, 1,154,018 barrels; wheat, 15,046,517 bushels; corn, 2,291,982 bushels; oats, 914,941 bushels; rye, 859,114 bushels; barley, 121,483 bushels. Exports: Flour, 179,833 barrels; wheat, 16,131,612 bushels; corn, 1,689,903 bushels; oats, 261,680 bushels; rye, 769,006 bushels; barley, 116,245 bushel.

* * *

Flour and grain stocks in Philadelphia warehouses on July 1, were as follows: Flour, 111,332 barrels; wheat, 759,888 bushels; corn, 46,217 bushels; oats, 46,728 bushels; rye, 125,192 bushels. The figures for July 1, a year ago, were: Flour, 173,027 barrels; wheat, 317,622 bushels; corn, 172,503 bushels; oats, 818,908 bushels; rye, 24,830 bushels, and barley, 1,933 bushels.

* * *

Ocean freights, both inward and outward, continue sluggish. Regular lines from this port are expending great effort in order to get cargo enough to hold to the diminished volume of freight handled during June. The seasonal resumption, even on the usual small scale, of grain offerings has not materialized and rates on commodities uncontrolled by conference rulings are purely nominal. The grain market has been stagnant for so long that vessels hard pressed for employment have generally ceased to seek grain cargo. Open rates are now prevailing and are expected to continue until the latter part of August.

* * *

F. Jarka Company, Inc., of Philadelphia, Baltimore and New York, steamship terminal operators and general stevedores, were the successful bidders for the complete grain contract at the Municipal Elevator, Norfolk, Va. Approximately 6,000,000 bushels of grain were handled last year from this elevator. The Port Commission of Norfolk has jurisdiction over all steamers taking on grain at the Municipal elevator, which is leased by Rosenbaum & Co., of Chicago.

* * *

C. Herbert Bell, former president of the Commercial Exchange, and now head of the Quaker City Milling Company and member of the firm of Samuel Bell & Sons, has returned to his office after undergoing a serious operation at a local hospital. Mr. Bell, who was absent for about six weeks made a splendid recovery and his many friends congratulated him upon his return to the floor of the Exchange.

* * *

J. B. Pultz, grain broker and local representative of the Armour Grain Company, has left on an extended motor trip along the Atlantic Seaboard. He expects to visit a number of the seashore and mountain resorts before he returns to the city in about two months.

* * *

Emil P. Albrecht, president of the Philadelphia Bourse, sailed from Philadelphia recently to spend the summer in northern Italy. A number of his friends and business associates were on the pier to bid him bon voyage and accompanied him down the river aboard

the cutter *John Wanamaker*. Mr. Albrecht, who was accompanied by his wife, will return about the middle of September.

* * *

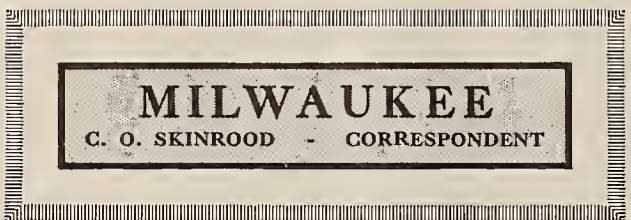
Russell Wagar, of the firm of C. W. Wagar & Co., feed dealers, is again on the floor of the Exchange, after an illness of three weeks.

* * *

Wheat harvesting has begun in Washington County, Maryland, according to advices received here from Hagerstown. The crop will be about 75 per cent of normal, the grain being badly damaged by heavy rains.

* * *

Recent visitors on the Commercial Exchange floor included W. S. Weiss, of Red Wing, Minn., O. W. Randolph, of Toledo, Ohio, G. A. Collier, of Washington, D. C., H. J. Owens, of Kansas City, Mo., G. Meyer, of Duluth, Minn., J. L. Weaver, of Omaha, Neb., J. A. Emmons, of Kansas City, Mo., W. E. Coles, of St. Paul, Minn., J. B. Daugherty, of Scranton, Pa., Ralph Gregory, of Petersburg, Pa., P. W. King, of Oakland, Calif., K. L. Burns, of Watertown, Wis., and W. N. Lambert, of New York.



THE MILWAUKEE grain trade is still rather light as reflected in figures for June, the receipts of oats having fallen off materially and accounting mostly for the drop shown in the month's aggregate.

The receipts of wheat for June make a favorable comparison with a total of 120,400 bushels as compared with 109,200 bushels a year ago. Receipts of corn also make a good showing with 851,115 bushels as compared with 869,400 bushels a year ago. The receipts of oats were only 1,041,800 bushels as compared with 1,676,200 bushels for the corresponding month of last year. The receipts of barley were 417,660 bushels as compared with 527,720 bushels last year. The receipts of rye were 98,100 bushels as compared with 73,580 bushels for the corresponding month of last year. Total receipts of the five leading grains for June were 2,529,075 bushels as compared with 3,255,100 bushels for the same month of last year, a loss of about 22 per cent.

On the side of shipments there was an actual gain for June with 1,986,292 bushels as compared with shipments of 1,616,017 bushels for the corresponding month a year ago. Shipments of wheat in June were 154,825 bushels as compared with 119,815 bushels for the same month last year. Shipments of corn were 559,210 bushels as compared with 246,875 bushels for the same month last year. Shipments of oats were 1,003,781 bushels as compared with 1,089,360 bushels for June last year. Shipments of barley were 146,920 bushels as compared with 124,320 bushels for the corresponding month last year. And shipments of rye were 121,566 bushels as compared with 35,647 bushels for the same month last year. All grains were shipped more heavily in June this year than last except for a small decline in oats.

The hay movement at Milwaukee for the past month was about normal with receipts of 1,054 tons as compared with 1,138 tons for the same month a year ago. Shipments of hay for June, 1924 were 609 tons as compared with shipments of 592 tons for the same month last year.

Feed trade at Milwaukee for the past month showed considerable activity with receipts of 5,240 tons as compared with a supply of 520 tons only for the corresponding month of last year. Feed shipments at Milwaukee for June, 1924, were no less than 23,006 tons as compared with 17,731 tons for the corresponding month of last year.

Flour receipts show an increase in activity with a total for last month of 187,310 barrels as compared with receipts of only 114,680 barrels for the same month a year ago. Flour shipments for June were 45,470 barrels as compared with 49,260 barrels for the same month last year.

Malt shipments are still running considerably behind a year ago with a total for last month of 441,712 bushels compared with shipments of 589,095 bushels for the same month a year ago. Malt receipts as usual are not large, the record for last month being 13,300 bushels as compared with receipts of 3,666 bushels for the same month of last year.

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The July rate of interest at the Milwaukee Chamber of Commerce has been fixed at 6 per cent, a decline of one-half of 1 per cent from the rate which has prevailed for a long time.

* * *

A slight rally in grain traffic is indicated by the freight figures of the Chicago, Milwaukee and St. Paul railroad which have been received here recently. The company reported revenue traffic for June of 148,000 carloads as compared with 174,000 cars for the corresponding month of last year.

Although the total declined about 26,000 carloads, the grain loadings were up 4 per cent from last year. Flour traffic was about 5 per cent higher. Livestock

trade slumped for the same period by 9 per cent; coal went back 31 per cent; lumber went down 14 per cent; quarry products declined 17 per cent and other freight 15 per cent. Grain and flour here have the unique distinction of being the only two classes of commodities which showed a traffic gain for the month of June.

President H. E. Byram of the Chicago, Milwaukee and St. Paul also expects very large grain traffic in the late summer and fall when the new crop grain starts to move. As an indication of the traffic in sight, the company has just put back 3,000 men in the Milwaukee road shops in this city after a lay off of several weeks. These employees will repair cars and overhaul motive power in preparation for the big fall rush in business.

* * *

Milwaukee stocks of flour are a little higher than usual for July 1, according to statistics compiled by the secretary of the Milwaukee Chamber. The supply was 20,915 barrels at the opening of the month compared with 16,645 barrels a month ago, 16,698 barrels a year ago for the same date, 93,000 barrels two years ago, 10,000 barrels three years ago, 11,000 barrels four years ago and 23,000 barrels five years ago.

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The Milwaukee Chamber of Commerce closed July 5 and a large number of grain men embraced the opportunity to get a vacation at the various Wisconsin lake resorts.

* * *

Walter J. Fitzgerald, Milwaukee vessel agent, declares that this season is one of the duller ever experienced on the Great Lakes. Not only is ore and coal trade very slow, he asserts, but the grain business has also been down to a minimum.

* * *

Reports have reached Milwaukee that the water levels of Lake Michigan are .14 of a foot higher than last month, but .47 of a foot lower than a year ago for the same date. The present levels are 1.44 feet below the average June level for the last 10 years and 4.22 below the stage of June, 1886.

These figures show that the lake is about one and one-half feet lower than the levels for the last decade. This condition has led to many complaints of vessel interests because of the obstacles which low water causes them. The slight gain made in the last 30 days, however, is being watched with great interest to see if the gain is to be permanent, as grain interests are especially interested in the shipping conveniences of the lakes.

* * *

Milwaukee grain trade was much interested in the fire at the old Elevator "E" on June 17 when more than 200,000 bushels of grain were burned. The elevator was on the Chicago, Milwaukee & St. Paul Railway and was operated by the Cargill Grain Company. The fire took place in the working plant, or old wooden section of the elevator which was 120 feet high and 75 feet by 300 feet in dimensions. The concrete tanks, with a capacity of some 650,000 bushels standing close by, were not damaged in the slightest, nor was the grain in them harmed. At the time of the fire this section of the elevator contained more than 500,000 bushels.

The fire was said to be caused by defective wiring though carpenters working in the basement at the time declared they heard one small explosion.

The wooden part of the elevator was built in 1876 and was first operated by Philip D. Armour the founder of the Armour fortune.

More than 300 firemen fought the flames for a time despite the fact that the blaze was in the day time and was discovered practically immediately so that it had not had a chance to make any headway.

Following the fire, the Board of Directors of the Chamber of Commerce passed a resolution declaring that Elevator "E" should no longer be considered a regular elevator under the rules of the Chamber of Commerce.

* * *

Feed men of Milwaukee say they are mystified by the recent advances in the prices of mill feeds as the demand is very slack. They assert that the buying here is of very small proportions and, judging from the lax trade, there is no justification for raising the price of mill feeds. They say the only possible basis for boosting mill feeds is the higher price of wheat which necessitates perhaps the raising of mill feed prices.

* * *

E. J. Furlong, of Paine, Webber & Co., has been chosen as a trustee of the Chamber of Commerce Gratuity Fund, to succeed Milton W. Baer who has resigned. Mr. Furlong will fill out the Baer term which runs until 1927.

* * *

An additional \$600,000 has been made available July 1, 1925, to carry on the work on the Milwaukee harbor project, according to Herman Bleyer, secretary of the Milwaukee Harbor Commission. A like amount available July 1, 1924, is being spent on the north break water extension. The sum available next July will be spent on the south break water.

Both of the amounts were allotted by the Secretary of War at Washington under an act approved by Congress which included the \$4,500,000 project at Milwaukee. A bill is pending in Congress which provides that all projects now under way be completed

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within five years. If this bill is passed the greater harbor of Milwaukee will be a reality within five years, Mr. Bleyer states.

* * *

The Milwaukee Chamber of Commerce decreed that after July 1 the weighing charges should be \$1 per carload from railway cars and the seal report will be furnished on each car unloaded for 25 cents.

* * *

Hearings on the establishment of new hay grades in Wisconsin were held at Rice Lake and at Green Bay under the auspices of the State Department of Markets. E. C. Parker of the United States Department of Agriculture and H. H. Whiteside of the same department, who have had charge of hay inspection in the Middle West, were present at the hearings.

DULUTH

S. J. SCHULTE - - CORRESPONDENT

TRADING in all grains was upon a fairly active scale upon the Duluth market during the last month. As a result of the steady advance in quotations of Spring wheat and Durum wheat, many operators who had considered themselves unlucky in being forced to hold the bag over long periods, were enabled to get out with fair profits in some cases. Representatives of wire houses noted with satisfaction that the general public appeared to be inclined to get back into the market again, so that taken on the whole the daily record of trading showed substantial improvement over any period last year. If prices are maintained and threshing returns are up to the present crop promise the clique of agitators who are preaching discontent and fishing for the farmer's vote will lose their jobs before long, as commission men see it.

* * *

Thomas H. Hagen, for several years a prominent operator on the Duluth market, but who is now running a large farm near Lakeville, Minn., was a recent visitor on the market here. He asserted that he had lost a good round sum in farming during the last three years but that he hoped with any sort of good luck to get it all back again. He figured that Northwest farmers are now working at a lower cost basis with themselves and their families doing most of the work in place of depending upon hired help as was the case during the war boom period, so that, in the event of yields turning out, as they now promise, and fair prices being realized for wheat and other grains, he saw no reason why agriculturalists over the Northwest should not record good progress this fall in getting back upon their feet economically.

* * *

W. D. Jones, representative of Hallet & Carey on this market, styled himself as an optimist on the score of the Northwest crops situation and the outlook for trading next fall and winter. Mr. Jones has been specializing in the flaxseed market for some years and from advices that he has been receiving from over western Minnesota, North and South Dakota and Montana, he looks for an outturn of seed in those states this season that will surprise the natives. Mr. Jones considers that he is conservative in placing the flax acreage increase in South Dakota at 60 per cent. His advices show remarkable gains in the acreage in flax in North Dakota owing to some extent to large tracts having been put into that crop on account of heavy June rains having placed a ban against their being seeded to Durum wheat as had been originally intended. A chart sent in by a Montana correspondent showed that new breakings put in flax in two districts in that state had aggregated 300,000 acres. In view of the prospects for bumper Northwest flax yields and uncertainty regarding the ability of the European markets to absorb the bulk of the Argentine crop, Mr. Jones is inclined to be a bear as regards the current level of flaxseed quotations holding. He has already noted a disposition on the part of growers to place selling orders in the new crop futures by farmers who are anxious to protect themselves on their season's flax productions.

* * *

W. G. Ginther of Sarles, N. D., representing the North Dakota Wheat Growers' Association, has been elected a member of the Duluth Board of Trade, taking over the membership of W. G. Heghardt. P. Leval of Louis Dreyfus & Co., New York, has also been elected a member of the Board. He purchased the membership of Hans Simon. No other changes in memberships or of firms operating on this market were reported during the last month.

* * *

Watson S. Moore of the Moore Grain Company who has been making his headquarters in New York during the last three years, is spending the summer at his home in Duluth. He declared that unless a monkey wrench is thrown into the machinery somewhere, he could see no reason why the trade on this market should not experience a good year's operations. In spite of complaint to the contrary he noticed that exporters had been taking Spring wheat and Durum all along at the seaboard. With the improvement that might reasonably

be expected in the buying power of the European countries during the coming year, he looked forward to American operators working a larger volume of business over there this season.

* * *

Russell-Miller Milling Company interests have been credited with being good buyers of Durum on this market during the last month. "Bud" Converse, one of that company's buyers on the spot market, has been a busy man, the daily sheets showing that he had picked up far more than his proportion of the transactions recorded on the samples tables.

* * *

Competition for both Spring wheat and Durum has been keen on this market during the last three weeks. Such liberal premiums were paid at times that buyers have expressed wonder as to how rivals who succeeded in picking up certain lots of grain could expect to get out of their trades with whole skins in view of the fact that they must expect to market it in the same quarters that they did. It is contended, therefore, that shippers of grains to this market have been given such good execution in handling their consignments that they are likely to keep Duluth operators in mind when they next have grain to dispose of.

* * *

Rye continued to occupy a foremost place in trading on this market during the last few weeks. As a result of eastern export inquiry at times, much better prices than holders had hoped to obtain, have been realized. The movement of rye to this market from Minneapolis elevators, and the country has been on such a large scale during the last month that supplies here show only a moderate reduction as compared with a month ago. This was by reason of the fact that the relative figures in the Minneapolis and Duluth markets has enabled the elevators here to net 1-2 cent in moving rye from Minneapolis and taking it into store here. A large proportion of the 5,400,000 bushels of rye in the elevators here belongs to an operator who was claimed to have taken deliveries of around 3,000,000 bushels on May contracts and is also known to have large long contracts outstanding for July delivery. At the present spread between the Duluth and Chicago markets, he and other operators have been able to make 1-2 cent in forwarding rye down there after making allowance for the screenings. On the whole elevator men are inclined to look for a progressive improvement in the rye market this season by reason to a great extent to the prospects of Germany being a heavier buyer of rye in this country on account of advices that Russia will not be in position to supply Germany with as large a quantity of that grain as during the last crop year.

* * *

Commission men and elevator officials on this market have been gratified over the announcement that a number of the machines designed for the purpose of removing dockages from wheat will be introduced in the Minnesota State Inspection Department here in time to operate for the grading of the new crop of Spring wheat and Durum. An official of the inspection department pointed out that by the use of the new device the amount of cockle and wild pea in Durum can be determined through the process of separations and grading might be raised from one to three grades in consequence. He considered that the new system of grading would be of special importance to growers of Durum, who at present are heavily penalized through the presence of even a small percentage of such impurities as cockle and wild pea. Through the inability to determine accurately the amount of impurities by the use of any of the present methods employed, the grain is at present penalized as much as 25 per cent but by the use of the new machine in the inspection that loss might be cut down to 3 per cent amount of the dockage carried, he said. In view of the fact that nearly 21,000,000 bushels of the 1923 Durum wheat crop has been marketed at Duluth so far this season, the enormous monetary benefit that would accrue to the growers through the raising of the grades can be appreciated in trade circles. It was further pointed out by the official that while the new device will mean much in actual money to the farmer, it will give the deserved premium to the man who cleans his wheat. Millers on their part will now be enabled to know accurately the amount of cockle and wild pea they will be required to take out and they will be enabled to pay for clean wheat the price it is worth. The machine as perfected by J. A. Perkins and J. W. Arndt, the latter a member of the State Inspection Department at Minneapolis, is basically an endless winding sheet with variable sized holes for passing through kernels of various sizes.

* * *

Earl M. White of the White Grain Company expressed gratification over the improvement shown in trade in coarse grains during the last few weeks by reason of the higher range of prices current in rye and oats especially. He looks forward to business in coarse grains next fall more than counterbalancing any falling off that might come about in the production of Spring wheat and Durum over the Northwest.

* * *

Vessel space freight rate remains low on this market, with tonnage for wheat and rye for Buffalo delivery being offered at 1 1-2 cents a bushel, the same figure as a month ago. Shippers are doing considerable conjecturing regarding what is likely to happen in the shipping situation during the fall months. The general opinion in shipping circles is that the rate will remain

low unless the Canadian yield should turn out to be heavy and demand for American tonnage turns up to move grain from Fort William and Port Arthur to Buffalo. The trade is not doing any worrying on the score of being held for high vessel rates as happened two years ago.

* * *

Grain stocks in Duluth and Superior elevators, as on June 10, aggregated approximately 8,000,000 bushels, of which 5,400,000 bushels was rye. Wheat stocks were down to less than 2,000,000 bushels of which all but a small proportion was claimed to have been sold for July delivery.

BUFFALO

ELMER M. HILL CORRESPONDENT

SHAREHOLDERS of the Co-operative Grange League Federation Exchange, the farmers' co-operative buying organization in New York state which operates grain elevators and feed mills in Buffalo and in rural sections of the East, have just received dividend checks covering a 6 per cent payment for the year June 30, 1923 to July 1, 1924, it was announced by N. F. Webb of Cortland, president of the Exchange. The total dividend payment was \$50,000. More than 35,000 farmers in New York, Pennsylvania and New Jersey participated in the dividend payment. The annual report of the Exchange shows that more than \$6,000,000 worth of feed, seed and other products was purchased for farmers during the year and during the first three months of 1924 the organization did a gross business of \$3,194,336.24 or one-half the entire business of 1923. The dividend is regarded by leaders in the co-operative movement in the East as one of the most hopeful indications of the progress and value of co-operative action by farmers. There is \$650,000 worth of the Exchange stock held by farmers in the East of which about \$100,000 worth is held in the State of Pennsylvania.

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A. W. Mears, president of the National Federated Flour Clubs, the annual convention of which was recently held in Buffalo, says that while Minneapolis now holds the title of the world's milling center, Buffalo will soon claim the title and adds, "With Buffalo so situated that shipments can reach the Atlantic Seaboard in five days or even a little less, it is beyond question that as a milling center, Buffalo eventually will forge ahead of Minneapolis. Buffalo millers now are producing more than three-fourths as much flour as Minneapolis at the present time, and the transportation facilities are infinitely better."

* * *

Frank E. Williamson, traffic commissioner of the Buffalo Chamber of Commerce since the organization of the bureau in October, 1913, died suddenly early this month from poisoning sustained during a pleasure trip to Toronto, Ont. He was one of the outstanding leaders in the handling of traffic problems in the country and was a big asset to the grain and feed industries of Buffalo. Mr. Williamson was born in Terre Haute, Ind., February 21, 1869, and at the time of his death he was a member of the Executive Committee of the National Industrial Traffic League, an organization representing practically all shippers of the United States. He also was chairman for the past eight years of the Inter-regional Committee of the Great Lakes Shippers' Regional Advisory Board and was in control of everything pertaining to railroad car service on the Niagara frontier. During periods of congestion in the grain trade at Buffalo in the fall and spring, Mr. Williamson as traffic commission of the Chamber of Commerce was a big help to terminal elevators and shippers at Buffalo. He had been identified with railroad work practically throughout his entire life. From 1884 until 1906 he was associated with the old Queen & Crescent route, now part of the Southern road. Besides his widow he is survived by two sons and two daughters. Several prominent grain shippers in Buffalo were bearers at the funeral.

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With one modifying clause, the Appellate Division, Supreme Court at Rochester, unanimously affirmed the award of \$305,245 made by the Court of Claims to the Banner Milling Company of 41 West Seneca Street, Buffalo. Property of the company was taken in 1917 by the state of New York to widen and otherwise improve the Ohio basin for a barge canal terminal. The milling company appealed from the award of the state court of claims on the ground that the award did not allow for loss of business as a going concern in addition to the value of the real property. The modifying clause in the decision of the court strikes out the sentence in the court of claims ruling which says that good will is not property for which the claimant is entitled to compensation. The higher court says this sentence is not a proper part of the judgment.

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A new type of canal boat is planned to carry grain from terminal elevators to New York and other eastern tide water points via the New York State Barge Canal. The first of these boats is under construction at Buffalo.

It will be 258 feet long, 43-foot beam and propelled by twin screw 400 horsepower Diesel oil engines. Its speed will be approximately 12 miles an hour and the new boats will have a cargo carrying capacity of 90,000 bushels of grain. It also is proposed to use the boats on the route between Buffalo and Montreal carrying grain via the Welland Canal.

Martin Pleuthner, prominently known throughout grain circles in Buffalo, is dead. He was 44 years old and had been ill only a few days. Besides his widow, Mr. Pleuthner is survived by two sons.

The grain trade on the Great Lakes is practically at a stand still. Only a limited number of cargoes are on the market and shippers are bidding only 1½ cents from the head of Lake Superior to Buffalo. Many owners will not take cargoes for less than 1¾ cents and are sending their boats to the dock. Many large grain carriers are laid up at Buffalo and other ports along the lakes, awaiting a change in attitude on the part of shippers. Although shipping on the Great Lakes is not expected to emerge from its period of quietness this month, an increase in the movement of grain is expected in August. The new grain crop will be ready for shipment at that time and tonnage will be in good demand. An increase in grain stocks is reported at the Canadian Head of the Lakes for the first time since the opening of the season. At the close of the last week in June, elevators at Fort William and Port Arthur were holding 25,710,474 bushels of grain while stocks at Duluth at the same time were 8,548,000 bushels. During the first week in July the Canadian ports sent forward 6,710,032 bushels while receipts totalled 8,686,432 bushels. Practically all the grain is being shipped by water, the rail movement being extremely small.

There is more talk of fishing and motor trips in the offices of grain brokers and merchants in the Chamber of Commerce and on the floor of the Corn Exchange than there is comment about market conditions and rising and falling prices. Grain men are deserting their offices early in the afternoon for resorts along the American and Canadian shores of Lake Erie and the mountain regions and ocean resorts are the mecca for many busy grain men during these hot summer days.

ST. LOUIS W. F. WALTER CORRESPONDENT

SOFT wheat easily held the limelight during the past 30 days with good receipts and an outside milling demand that absorbed all offerings. Receipts were of good grade, very few cars of low grade such as chicken wheat and garlicky laden noted, although a demand greater than the supply existed for these, which forced the buying of better grades for poultry feed purposes.

Values ascended during the period from three to four cents per bushel with only one break and that at the end of June after which renewed strength was noted. Hard Winter wheat was in dull demand in this market, local flour mills' new flour business being exceptionally dull but fortunately receipts were very light and only of sufficient volume to supply what little demand there was.

New crop Soft wheat is all cut in this immediate vicinity, and threshing has commenced. A late winter and freezing in low spots has curtailed the volume considerably but the surviving wheat is reported as producing a very good quality berry, and ideal for milling purposes. So far, no shipments of new Soft wheat have been received in this market.

W. J. Anderson, Jr., of the Acme Mills, Hopkinsville, Ky., is an applicant for membership on the Exchange on a transfer of the certificate of Wm. H. Hurley. Lewis E. McAtee of L. E. McAtee Company, Rantoul, Ill., applied for membership to the Exchange, having surrendered certificate of Jas. Cumminsky. Frank L. Evans, of Evans Elevator Company, Decatur, Ill., is an applicant for membership to the Exchange upon surrender of certificate of W. H. Burke.

A very active corn market was reflected in the past 30 days. Cash corn advancing about 20 cents per bushel and an unprecedented demand prevailed.

Receipts were fairly liberal and all was readily disposed of as fast as offered. Unfavorable weather conditions to the growing crop was the factor in advancing prices, and mixers and glucose factories clamoring for supplies, combined with outside demand, all of which more than offset the current receipts, were other influencing factors to the advance.

Low stocks prevailed and attempts to replenish these stocks were not fully realized at the end.

Receipts were of mixed quality ranging from White and Yellow No. 2 to No. 6 and sample grade.

Oat values ascended in sympathy with the corn advance more to retain its feeding value relationship than for any other concrete reason, although

the demand cleaned up all offerings during the period. Receipts were fair and of good quality with the bulk being absorbed by local trade and the balance supplying shipping orders.

The trade was reluctant to take hold on advances but when confronted with no alternative took their medicine. An advance of about five cents per bushel was shown at the end over 30 days ago.

Millfeeds were in dull demand, exceptionally green pastures, low milk prices, and lack of new wheat flour sales, resulting in no offerings of millfeeds by mills for future delivery have placed these commodities in a most peculiar position and one that is proving a big problem to the trade. The Government report that the country has one-fifth less pig crop this year has not had any tendency to bull the market. Values have been erratic, varying up and down a dollar or two each way following the strength in the wheat and corn market, but only to lose this when no demand forced sales at a reduction.

The consuming trade is taking hold only in scattered car and split car volume, awaiting the usual sale or production of new wheat flour which will place millfeeds on the market and establish a basis on which sound safe business can be conducted, in the meantime buyers are marking time and making their purchases on a hand to mouth basis.

B. C. Morgan, of B. C. Morgan Co., grain and flour brokers of Birmingham, Ala., was a visitor on the Exchange recently.

Two St. Louisians were honored at the American Feed Manufacturers convention held in Chicago recently. A. T. Seay of Ralston Purina Company was elected a member of the Executive Committee and R. F. Diebel of Dixie Mills Company, as second vice-president.

Receipts of hay in this market were scant during the past 30 days but of fairly good grades, which were readily absorbed by local buyers. Timothy, Clover, Mixed and Prairie hay were the principal receipts, but despite the limited receipts and advancing of feeding grades, hay did not follow but maintained a fair price level all through the period.

Summed up it appeared that the receipts were about on a par with the consuming demand which would explain the unchanged prices.

The first car of Hard wheat of the new crop was received in St. Louis on Thursday, July 3, consigned by W. B. Johnston of Enid, Okla., to Tillie A. Bryant of this city in car A. T. & S. F. 29436 from Nash, Okla. It graded No. 1 Dark Hard 62.3 pounds per bushel containing 81 per cent Dark Hard. It was sold to an Illinois miller at \$1.84 per bushel.

Ed. S. Miller, of the Miller Cereal Mills, Omaha, Neb., was a visitor on the Exchange last month.

J. F. Blount, grain merchant of Potosi, Mo., was a recent visitor on the Exchange.

Chas. T. Meek, grain dealer of Carrollton, Ill., was recently in St. Louis on business.

Fred Udell, manager of Ralston Purina Company's Kansas City plant, visited the home office.

Joseph Albrecht, secretary of Annan Burg Grain & Milling Company, of this city, surprised his friends by his marriage to Alice M. Baird on Thursday, June 12. The couple are taking an extended trip through the West on their honeymoon.

The Scott County Milling Company, of Sikeston, Mo., will shortly open offices in the Merchants Exchange in St. Louis through which their principal purchases will be made. Murray Q. Tanner, who has been connected with the mill for some time, will be in charge.

C. J. Martenis, of C. J. Martenis & Co., New York City, was in St. Louis on business last week.

The following were visitors on the Exchange last month: E. V. Washburn, of the Shawnee Milling Company, Shawnee, Okla.; R. K. Harlan, of Harlan Lowe Milling Company, Bardwell, Ky.; C. A. Hiebert, of Wall Rogalsky Milling Company, McPherson, Kan.; George Grogan, of Acme Milling Company, Oklahoma City, Okla.; A. J. Meyer, of Walnut Ridge Milling Company, Walnut Ridge, Ark.; O. F. Kelley, vice-president and secretary, Boonville Mills, Boonville, Mo.; J. S. Flaut, of Majestic Milling Company, Aurora, Mo.; Walter Eisenmeyer, of Eisenmeyer Milling Company, Springfield, Mo.; J. L. Reiderer, of Slater Mill & Elevator Company, Slater, Mo.; O. C. Whitener, of Fredericktown Milling Company, Fredericktown, Mo.; Garnett Zorn, of S. Zorn Company, Louisville, Ky.; Charles Jones, of C. D. Jones & Company, Nashville, Tenn.; Samuel Hastings, of Hastings Stout & Co., Cairo, Ill.; H. L. Halliday, of Halliday Elevator Company, Cairo, Ill.; F. Gillette, of Gillette Grain Company, Nashville, Tenn.; E. E. Anderson, of Memphis, Tenn.; L. P. Cook, of Memphis, Tenn.; Lee Early, of Early & Daniels Company, Cincinnati, Ohio.; B. C. Morgan, B. C. Morgan & Co., Birmingham, Ala.;

Ed. S. Miller, Omaha, Neb.; J. F. Blount, Potosi, Mo.; Chas. T. Meek, Carrollton, Ill.; V. McCoy, Temple McCoy Grain Company, Texarkana, Ark.; Andrew De Lesser, Penedo & De Lesser, flour merchants, Havana, Cuba.

An open conference between interested shippers of Missouri, Arkansas, Oklahoma and Kansas and representatives serving these states was held in St. Louis at the City Club on June 20, 1924. Plans for moving the wheat crop were discussed and the railroad's representatives told the convention that they had approximately 33,000 cars assembled for distribution. The first annual meeting of the Trans-Missouri & Kansas Regional Shippers Advisory Board, was held jointly, this Board was formed for the purpose of having an organization to which shippers could lodge complaints on demurrage and receive suggestions for the betterment of railroad service. Among the speakers were: M. J. Gormley, chairman of the Division of Car Service, Washington, D. C.; Donald D. Conn, manager of the Public Relation Section of the Car Service Division, and Clyde M. Reed, chairman of the Trans-Missouri Kansas District. The next meeting is scheduled for the third Friday in August and will be held at Wichita, Kan.

J. W. Cohn of National Feed Company of this city, recently returned from a three months' pleasure tour of Europe.

NEW YORK C. K. TRAFTON CORRESPONDENT

MEMBERS of the New York Produce Exchange, but especially grain merchants and shippers, were sorry to hear of the passing away of William Lunham, age 64. For many years Mr. Lunham was highly esteemed as one of the most energetic and active members of the shipping trade, having been considered one of the leading forwarders of grain and other freight in the country, primarily under the style of William Lunham, which covered a period of close to 10 years, and for approximately 30 years under the firm name of Lunham & Moore, he having taken Walter Moore in as a partner, but for the past 12 years he has been rarely seen on the market owing to poor health which led him to retire from the firm about three years ago. Since then the business had been continued by Mr. Moore under the same title. Mr. Lunham's death caused little or no surprise as it was generally known that he had been in poor health.

A. J. Gardner of the recently formed firm of Wade & Gardner, flour merchants, was a recent visitor in this market having come from Chicago where the firm opened an office lately.

H. H. Dennis was visiting old friends in the New York grain trade early this month. Mr. Dennis was for years an active member of the grain trade on the Chicago Board of Trade, but recently retired from active business.

H. S. Austrian vice-president of Rosenbaum Bros., grain and feed merchants, Chicago, and manager of the feed department, was calling on members of the local trade late in June.

J. B. Johnston, resident partner of James E. Bennett & Co., called on associates in the grain trade on 'Change toward the end of June.

G. M. Weil, a grain broker on the Chicago Board of Trade, was seen talking with friends in the local grain trade late last month.

Charles A. Robinson of the well known grain receiving and exporting firm of Robinson & Sweet, an old member of the Produce Exchange as well as the Chicago Board of Trade, sailed with Mrs. Robinson on the *Berengaria* late in June for a three months' trip to Europe during which they will visit several of the leading resorts and other places of prominence.

W. C. Duncan, the popular and energetic New York representative of the Maple Leaf Milling Company, was warmly welcomed back on 'Change late in June after a two months' business trip to Europe. While there he found business only moderate with stocks of flour large on the Continent, but especially in Germany.

Crofton Company, grain brokers, have officially notified the Produce Exchange that their firm name has been changed to Crofton & Guild; otherwise there has been no essential change, as the personnel remains unchanged.

Joseph A. Abel, who for 22 years has been associated with the grain receiving house of L. W. Forbell & Co., 12 of which he was the junior partner, has severed that connected and started in business as a grain broker for his own account and taken offices at D-4,

product shipped without preserving a manufacturing ratio in their accounts. For example: 60,000 pounds of flour will be acceptable applied against 60,000 pounds of inbound wheat billing. This was announced by John Enright, of the Mennel Milling Company, chairman of the committee, and E. M. Colton, Colton Bros. Company, Bellefontaine, Ohio, secretary.

The National Hay Association met at Cedar Point, Ohio, for their thirty-first annual convention early in July and several Toledo dealers attended during the sessions. They expressed the belief that the horse will eventually come into its own again because of its smaller cost and upkeep as compared to the motor truck.

David Anderson, president of the National Milling Company, is now taking his milk from a bottle much to the envy and amusement of his friends on the exchange floor. He is drinking two ounces every hour by orders of his doctor and the only trouble he has is to keep the supply intact with so many hungry grain men about.

Jim Hall, flour broker and sales manager for several mills, returned from a trip through the Kansas wheat fields recently. He says they will have a big crop of wheat down there and the fields as far as the eye can see are a sea of waving gold. Corn looks as bad as the wheat looks good and not much of a crop is expected.

E. W. Kuehn of the Crumbaugh-Kuehn Company received a letter via the airmail route the other day from his brother in New York. The letter left New York on Tuesday at 11 a. m. and arrived on the regular morning delivery at 8 a. m. Wednesday. Had it been mailed special delivery it would have arrived several hours earlier.

K. D. Keilholtz and family are vacationing at Clear Lake, Ind., and the two boys are learning the intricacies of bait casting while dad rows the boat around the lake. John Luscombe and family were also at Clear Lake for two weeks and were joined by the Keilholtz family over the Fourth of July.

Jesse D. Hurlbut, president of the Exchange and treasurer of the Toledo Grain & Milling Company, celebrated his fifty-fourth birthday on Tuesday, July 1. He passed the cigars around just like folks do when they have a new baby in the family and said he felt like a kid because birthdays don't mean anything in his young life.

S. P. Steede of the Nanson Commission Company, St. Louis and Eugene Smith, secretary of the St. Louis Merchants Exchange, called at the office of the Toledo Produce Exchange during the past month.

CINCINNATI
HARRY A. KENNY CORRESPONDENT

ALTHOUGH devoid of features the local grain and hay market holds steady, with a fair demand for both commodities at satisfactory prices reported by a majority of the dealers. The June volume of business was of representative size and compared favorably with that of the same period of last year. Hay shipments for the month showed a slight increase. The outlook is very encouraging and with the two political conventions out of the way, the trade anticipates an improvement in general business during the next 60 days.

Dominick J. Schuh, executive secretary of the Cincinnati Grain and Hay Exchange, addressed the mid-summer meeting of the Indiana Grain Dealers Association at Indianapolis last month. He invited the Indiana merchants to attend the annual convention of the national association to be held in this city in September.

Rapid progress is being made by the various committees of the Cincinnati Grain and Hay Exchange in completing arrangements for the annual convention of the Grain Dealers National Association, which will be held at the Hotel Gibson, September 22, 23 and 24. A tentative entertainment program has been drafted by a committee of which W. B. Riley is chairman. It embodies a banquet for the delegates and their women folk, a luncheon, shopping and sight-seeing tours and a trip to the Cincinnati Zoological Gardens for the ladies, also a dance and social. The latter affair and the banquet will be held at the Hotel Gibson. The delegates will be met at the various railroad stations and conveyed to the hotels in automobiles provided by the Cincinnati members. D. W. Hopkins has been appointed chairman of a committee to look after the hotel reservations of the visitors. Harry E. Niemeyer has succeeded Frank L. Watkins as general chairman of the Committee on Arrangements of the Cincinnati Grain and Hay Exchange. Mr. Watkins surrendered the chairmanship following his election as president of the Grain and Hay Exchange a short time back. Al-

By action of the General Committee of the Central Freight Association in their meeting on June 3, the proposition of the central states millers to eliminate the ratio enforcement was approved, and action will be taken immediately to make this change in their transit tariffs effective not later than July 15, 1924. This will mean that after these tariffs are issued millers will be permitted to apply the products manufactured from wheat, such as flour, bran, middlings and mixed feeds, etc., against inbound billing for an equal number of pounds of wheat as represented by the outbound

though a hay merchant, Mr. Niemeyer said that he was delighted to serve as general chairman for the good of the trade in general. "What benefits Cincinnati, benefits me," is the theory of Mr. Niemeyer.

Robert L. Early of the Early & Daniel Company, Fred W. Winkler of the Mutual Commission Company, Harry E. Niemeyer and August Ferger of the Ferger Bros., attended the annual convention of the National Hay Association at Cedar Point, Ohio, July 1, 2 and 3.

George Wirth of the DeMolet Grain Company has returned from a two weeks' vacation in eastern cities. Mr. Wirth visited Washington, Baltimore, New York, Philadelphia, Boston and Atlantic City.

Mrs. Sarah B. Richter, wife of Edward H. Richter of the Richter Grain Company, has been elected press correspondent of the Federation of Patriotic Societies, recently organized at Warren, Ohio.

Herman Riesenbergs, auditor of the Cincinnati Grain and Hay Exchange, has returned from a vacation which he spent with his relatives at Columbus, Ohio.

Condolences of the trade are extended to Charles Haggerty of Fitzgerald Bros., who suffered the loss of his mother last month. Mrs. Haggerty was 68 years old and was the widow of John Haggerty, at one time auditor and recorder of Hamilton County, Cincinnati. She is survived by eight children.

Frank Currus of the Currus Grain Company, his son, James Currus, and a party of friends are on a month's vacation at Loon Lake, Ont., Canada. Mr. Currus has leased a cottage along the lake and the party will devote the major part of its time fishing.

Lyle Lord, manager of the wholesale feed department of the Early & Daniel Company, is spending his vacation touring Ohio and Indiana in his automobile.

GRAIN NEWS FROM BOSTON

BY L. C. BREED

At a meeting of the directors of the Boston Chamber of Commerce, held this week, Howard Coonley, president during the past year, agreed to continue to serve until the Chamber is completely established in the new building. W. Irving Bullard was re-elected as vice-president, and Henry S. Dennison and Frank H. Purington were elected as vice-presidents. Frank C. Nichols was elected treasurer, and James A. McKibben was re-elected as secretary.

Mark Crosby Taylor, of the firm of Sands, Taylor & Wood Company, Boston, died at his home in Newtonville, June 28. Mr. Taylor was born in Orleans, July 17, 1850. He came to Boston when he was about 20 years old and entered employ with J. F. Edwards & Co., wholesale flour dealers, as bookkeeper. This company was succeeded by Sands & Fernald, and later by Sands, Fernald & Sprague. Mr. Taylor was taken into partnership in 1885, and in 1904, the present corporation of Sands, Taylor & Wood was formed. Mr. Taylor was well known throughout the flour and grocery trade of New England, and was actively engaged in business until shortly before his death.

The business interests of Boston are adversely affected by the so-called differentials; Baltimore being one cent and Philadelphia one-half cent less per 100 pounds on grain for export. The case of Boston has been pending before the Interstate Commerce Commission for a year and a half. The final arguments were made months ago and the findings of the Commission are yet to be declared. Business men are asking why this delay occurs and no one is able to make an explanation. The issue is clearly defined and the question is, how long will Baltimore, Philadelphia and other ports be favored at the expense of New England ports.

A feature of the grain business in New England is the steadily growing number of so-called chain-stores for the retail of flour, grain and feed, which are controlled by New England firms and corporations. Some of these companies have upwards of 20 stores located in as many different towns in this section of the country.

Prices for grain are ruling higher in sympathy with the upturn in western markets. The demand is fair on oats, but corn is dull. Feedstuffs are slow of sale, except bran which is higher on meagre western offerings. The market on hay is quiet but firm on best grades. Medium and lower grades are in over supply and pressed for sale. Straw is dull and barely steady. In the country, hay cutting is well under way and in most sections there will be a good crop. Receipts of hay at Boston for June were 412 cars. Straw 10 cars.

Among the visitors at the Chamber during the month of June, outside of New England, were the following: Walter Treipel, Milwaukee, Wis.; E. A. Nettleton, Toledo, Ohio; K. L. Burns, Watertown, Wis.; J. W. Badenock, Chicago, Ill.; H. E. Gooch, Lincoln, Neb.; H. O. Noyes, Kansas City, Mo.; A. E. Mallon, Milwaukee, Wis.; A. M. Connors, Omaha, Neb.; D. L. Robinson, Houghton, Mich.; H. R. Allen, Troy, Ohio; L. P. Kronner, Topeka, Kan.

Receipts of grain at Boston for the month of June

were as follows: Wheat, 2,550 bushels; corn, 7,325 bushels; oats, 119,325 bushels; rye, 2,175 bushels; malt, 7,550 bushels; mill feed, 125 tons; cornmeal, 365 barrels; oatmeal, 250 cases and 660 sacks.

THE CAUSES OF FIRES

BY G. E. WILSON*

The most common known causes of fires in our class of risks are those which show the greatest number of losses and the greatest amount of loss for the 13 year period, 1910 to 1922 inclusive. I have given in consecutive order according to amount of loss the 15 most common causes of fires.

| Cause | No. of Fires | Total Loss |
|--------------------------------|--------------|----------------|
| R. R. Hazard | 278 | \$1,458,654.00 |
| Lightning | 591 | 1,237,594.00 |
| Hot Box | 140 | 1,143,403.00 |
| Elev. Head or Boot | 83 | 984,767.00 |
| Incendiary | 97 | 926,373.00 |
| Friction in Machinery | 66 | 902,412.00 |
| Exposure | 257 | 838,140.00 |
| Spontaneous Combustion | 110 | 746,421.00 |
| Electric Hazard | 81 | 642,171.00 |
| Boiler Room Hazard | 86 | 395,800.00 |
| Gas Engine Hazard | 56 | 344,813.00 |
| Wheat Cleaning Machinery | 29 | 313,561.00 |
| Office Stove | 89 | 234,921.00 |
| Spontaneous Combustion in Coal | 61 | 208,824.00 |
| Smoking | 39 | 176,330.00 |

Total Fires 2063

Amount of Loss \$10,554,684.00

These 15 causes have been responsible for 2,063 losses which have cost our companies about \$10,500,000, or nearly one-half of the entire loss for the 13 year period, we can therefore safely conclude that these 15 are the most common known causes of fire and the ones that we should put forth our best efforts to eliminate. When we add to the total of the above 15 causes the amount of loss from cause unknown we have a total of practically \$21,000,000 leaving a little less than \$2,000,000 for the remaining 49 causes.

After cause Unknown which represents about 50 per cent of all losses the next in order is Railroad Hazard with 278 fires and a total loss of \$1,458,564. This loss is almost entirely preventable but requires eternal vigilance on the part of the property owner. The principal factor of course is locomotive sparks. All damaged siding or roofing should be repaired at once, all shingle or board roofs should be eliminated and replaced with good metal or composition roofing. Impress upon the assured the necessity of cleaning up all litter such as car sweepings, hay and straw, dry grass and weeds around buildings or on railroad siding. All foundations should be enclosed, all windows on railroad side kept closed or covered with heavy galvanized wire screen not larger than one-fourth inch mesh.

Lightning is next in line as far as amount of loss is concerned but with 591 losses it is first in the number of fires. This is more than double the number from any other known cause. Lightning we cannot prevent but its destructiveness can be limited. You inspectors all know how this can be accomplished by the installation of standard lightning rod equipment or the proper grounding of a completely metal clad building. Don't fail to recommend such protection particularly on elevator buildings. It has been found 99 per cent efficient.

Hot Box holds third place as the cause of 140 fires for the 13 year period, representing a loss of \$1,143,403. The first thing to recommend is the removal of the chief cause of hot boxes which is improper oiling or lubrication. The lack of oil is serious but too much oil also introduces a hazard. Open oil receptacles are the cause of many hot boxes, all open oil cups and receptacles should be protected by metal caps. Grain dust is easily ignited by a hot bearing and fire will spread quickly, particularly when box is on a wooden oil soaked bridge tree or machine post. All dirty bearings should be cleaned up and kept clean. The condition in which bearings are found usually parallels the condition of the entire plant.

Elevator Head and Boot has 83 fires to its credit and nobody knows how many more should be charged to this hazard that are now classed under cause unknown. You all know the remedies prescribed for the elimination of this hazard so I will not tire you with a repetition, but I do recommend

*From an address before the Mill and Elevator Fieldman's Association, Chicago, April 1, 1924.

a careful examination of elevator head and boot pulleys whenever you have any doubt about these being all metal.

Incendiary is next in line in amount of loss chargeable to this cause, 97 fires and a total loss of \$929,873. Of course we can't control the incendiary but we can advise the assured to guard against easy access to buildings by keeping windows and doors locked and fastened when there is no caretaker on the premises, thereby eliminating to a large extent the possibility of tramps entering and using the buildings for sleeping purposes. Another important thing is to see that the amount of insurance carried is not large enough to introduce a moral hazard, particularly where the prospects are unfavorable to a profitable business being carried on.

Friction in Machinery. Number of fires 66—loss \$902,412. My understanding has been that friction in machinery covers such cases as a fan working to one side of the case and the blades striking fire, a shaft rubbing on metal, metal cheek pieces on rolls, in fact all friction in machinery outside of the bearings. The number of losses, from this cause can be greatly reduced by careful examination and adjustment of machinery and shafting and the eliminating wherever possible of anything that may produce friction.

Exposure. This cause is responsible for 257 fires or a total loss of \$838,140. Fire starting from exposure can be easily traced and there need be little guess work regarding the origin of exposure fires. I believe this cause of fire is now and has been for the last few years receiving much more attention than formerly. In the good old days when too much was left to the discretion of the inspector his judgment was sometimes biased by the competition he had to meet and the desirability of the risk. Now we have an exposure table that covers fairly well all classes of exposure and enables the fieldmen to make approximately uniform exposure charges. This hazard should be given very careful consideration when reporting on the desirability of a risk, the property to be insured may be first class in every other respect but undesirable on account of a serious exposure.

Spontaneous Combustion. This is no doubt the cause of many fires that help to swell the long list of "Cause Unknown" and a careful checking up of the conditions that tend to produce this hazard should always be made at time of inspection, leaky roofs, especially on hay warehouses and the storage of damp or green baled hay has been the cause of several fires; molasses feed improperly piled or stored is also subject to spontaneous combustion; dirt and grease in out of the way places when aided by heat and moisture and greasy waste rags and old clothes are prolific sources of spontaneous combustion. The heating of grain and feed in bins has also caused several fires but time forbids my going into any more detail regarding this hazard so we will pass along to the next in order.

Electric Hazard. To this cause is charged a total loss for the 13 year period of \$642,171. Number of losses 81. This hazard is also blamed for many mysterious fires which for lack of proof of their origin have to be classed as unknown. The defects to look for and their remedies I will not attempt to mention but will leave this to our electrical engineers who are so much better qualified to do this subject justice, as it requires a specialist to properly handle it but all inspectors should know enough of the rudiments of electricity to be able to detect the most common defects and suggest a remedy for each.

Boiler Room Hazard. 86 fires and a total loss of \$395,000 is chargeable to this cause. The chief hazards to guard against are covered in our rating schedule, at least those for which a charge is made. There are of course defects for which a charge is not made such as improper ventilation over boiler, steam pipes in contact with combustible material or lack of proper clearance, defective boiler settings, rubbish in back of or against boiler settings, cobs or shavings piled too close to furnace door, coal piled against boiler setting, wooden buck stays, etc., all of which should be brought to

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the attention of the property owner by the inspector. The next common cause of fire according to our statistics is

Gas Engine Hazard or internal combustion engine. This hazard has to its credit for the 13 years covered by our statistics 56 fires representing a total loss of \$344,813, a tidy sum to pay for the careless operating of this class of power, for without doubt the majority of such fires are preventable and are due to careless or ignorant operatives. The number of fires from this cause has greatly increased the last two or three years due in some measure to the increase of the use of this kind of power but chiefly due to the careless handling of gasoline and improperly installed engines, feed tanks, engines becoming old and worn out, etc. We had a total of 13 fires from this cause in 1922 or nearly one-quarter of the number for the 13-year period. This increase has become so alarming that the matter has been given special attention by our engineering council and certain preventable measures recommended. The majority of you men know the defects to be guarded against, in connection with this kind of power, so I will not attempt to name them all or tell you just what to do but I hope to impress on your minds the seriousness of this hazard and the necessity of arousing our policy holders to the fact that they are in a large measure personally responsible for the majority of these fires which are preventable by the use of ordinary precaution and good common sense.

Wheat Cleaning Machinery is responsible for a total loss during the period covered of \$313,561 from 29 fires. The partly enclosed bearing used to be one of the principal causes of fire in wheat cleaning machinery but this has been practically eliminated by the proper isolation of such bearings. Metal or other foreign substance passing through a scourer is another cause of fire in this class of machinery. All wheat should be run through a magnetic or pneumatic separator before going to scourer. Fans should be kept carefully adjusted so that blades cannot strike sides of case and generate sparks, fan shafts must have proper clearance and fan shaft bearings must be kept clean, belts must not be run too tight, etc. I shall not dwell longer on this hazard but will take up the next common cause of fire.

Spontaneous Combustion in Coal. Our companies had four losses from this cause during 1922 and a total of 61 fires for the 13 year period, an average of nearly five fires per year and a total loss of \$208,824. This hazard and the methods of preventing fires from this cause have been carefully investigated by both the Underwriters Laboratories and the M. F. P. B., and you have been furnished with copies of their findings so I will not linger on this subject except to bring to your attention and careful consideration the fact that it is one of the common causes of fires that should be carefully guarded against and a thorough examination of coal storage is in order when making an inspection of a plant where coal is used for fuel or kept for sale.

(To Be Continued)

RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at the leading terminal markets in the United States for June:

BALTIMORE—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce:

| | Receipts | | Exports | |
|----------------|----------|-----------|-----------|-----------|
| | 1924 | 1923 | 1924 | 1923 |
| Wheat, bus... | 742,489 | 98,847 | 1,165,668 | 1,307,097 |
| Corn, bus... | 54,526 | 1,190,560 | 34,285 | 340,958 |
| Oats, bus... | 54,921 | 145,433 | 179,733 | 29,992 |
| Barley, bus... | 67,430 | 1,245 | 66,489 | ..... |
| Rye, bus... | 246,632 | 221,763 | 214,372 | 510,147 |
| Malt, bus... | 2,766 | 7,608 | ..... | 1,396 |
| Millfeed, tons | 740 | 1,292 | ..... | ..... |
| Straw, tons... | 23 | 175 | ..... | ..... |
| Hay, tons... | 2,288 | 1,700 | ..... | ..... |
| Flour, bbls... | 89,272 | 98,847 | 27,678 | 39,348 |

BOSTON—Reported by Jas. A. McKibben, secretary of the Chamber of Commerce:

| | Receipts | | Shipments | |
|-----------------|----------|---------------|-----------|-------|
| | 1924 | 1923 | 1924 | 1923 |
| Wheat, bus... | 2,550 | 773,150 | ..... | ..... |
| Corn, bus... | 7,325 | 54,000 | ..... | ..... |
| Oats, bus... | 119,325 | 136,175 | ..... | ..... |
| Rye, bus... | 2,175 | ..... | ..... | ..... |
| Malt, bus... | 7,550 | ..... | ..... | ..... |
| Millfeed, tons | 125 | ..... | ..... | ..... |
| Cornmeal, bbls. | 365 | ..... | ..... | ..... |
| Oatmeal, cases | 250 | and 660 sacks | ..... | ..... |
| Hay, cars... | 412 | ..... | ..... | ..... |

CAIRO—Reported by M. C. Culp, chief grain inspector and weighmaster of the Board of Trade:

| | Receipts | | Shipments | |
|---------------|-----------|-----------|-----------|-----------|
| | 1924 | 1923 | 1924 | 1923 |
| Wheat, bus... | ..... | 169,085 | ..... | 77,658 |
| Corn, bus... | 93,904 | 109,493 | 91,070 | 103,038 |
| Oats, bus... | 1,840,187 | 2,172,664 | 1,830,171 | 2,216,890 |
| Rye, bus... | 11,520 | 23,472 | 11,520 | 99,643 |

CHICAGO—Reported by J. J. Fones, secretary of the Board of Trade:

| | Receipts | | Shipments | |
|-------------------------|-----------|-----------|-----------|-----------|
| | 1924 | 1923 | 1924 | 1923 |
| Wheat, bus... | 1,479,000 | 972,000 | 1,766,000 | 1,908,000 |
| Corn, bus... | 5,901,000 | 3,556,000 | 3,252,000 | 4,523,000 |
| Oats, bus... | 4,411,000 | 4,477,000 | 4,534,000 | 4,465,000 |
| Barley, bus... | 369,000 | 359,000 | 225,000 | 179,000 |
| Rye, bus... | 222,000 | 475,000 | 133,000 | 36,000 |
| Timothy Seed, lbs. | 315,000 | 355,000 | 416,000 | 353,000 |
| Clover Seed, lbs. | 41,000 | 109,000 | 230,000 | 75,000 |
| Other Grass Seeds, lbs. | 87,000 | 297,000 | 596,000 | 155,000 |
| Flax Seed, bus. | 231,000 | 180,000 | 2,000 | 21,000 |
| Hay, tons... | 13,525 | 12,977 | 665 | 1,944 |
| Flour, bbls... | 899,000 | 753,000 | 580,000 | 541,000 |

CINCINNATI—Reported by D. J. Schuh, executive secretary of the Grain & Hay Exchange:

| | Receipts | | Shipments | |
|----------------|----------|---------|-----------|---------|
| | 1924 | 1923 | 1924 | 1923 |
| Wheat, bus... | 316,400 | 231,600 | 321,800 | 207,200 |
| Corn, bus... | 439,600 | 320,400 | 319,200 | 208,800 |
| Oats, bus... | 376,000 | 282,000 | 188,000 | 156,000 |
| Barley, bus... | 2,800 | 3,900 | ..... | ..... |
| Rye, bus... | 5,600 | 7,200 | ..... | 3,600 |
| Feed, tons... | 510 | 1,470 | ..... | ..... |
| Hay, tons... | 7,205 | 6,501 | ..... | ..... |

DULUTH-SUPERIOR—Reported by Chas. F. MacDonald, secretary of the Board of Trade:

| | Receipts | | Shipments | |
|-----------------|-----------|-----------|-----------|-----------|
| | 1924 | 1923 | 1924 | 1923 |
| Wheat, bus... | 2,501,549 | 4,371,941 | 3,472,560 | 6,974,175 |
| Corn, bus... | 730,544 | 2,874 | 2,395,398 | 2,972 |
| Oats, bus... | 938,934 | 43,446 | 847,551 | 548,002 |
| Barley, bus... | 135,357 | 249,862 | 117,697 | 537,766 |
| Rye, bus... | 2,960,500 | 1,136,520 | 3,620,329 | 3,113,094 |
| Flax Seed, bus. | 94,248 | 541,863 | 129,842 | 386,245 |
| Flour, bbls... | 775,665 | 641,955 | 831,840 | 696,320 |

DETROIT—Reported by C. B. Drouillard, secretary of the Board of Trade:

| | Receipts | | Shipments | |
|---------------|----------|-------|-----------|-------|
| | 1924 | 1923 | 1924 | 1923 |
| Wheat, bus... | 91,000 | ..... | 7,000 | ..... |
| Corn, bus... | 33,000 | ..... | 17,000 | ..... |
| Oats, bus... | 138,000 | ..... | 39,000 | ..... |
| Rye, bus... | 16,000 | ..... | 6,000 | ..... |

FORT WILLIAM, ONT.—Reported by E. A. Ursell, Statistician of the Board of Grain Commissioners:

| | Receipts | | Shipments | |
|-------------------|------------|-----------|------------|------------|
| | 1924 | 1923 | 1924 | 1923 |
| Wheat, bus... | 21,243,295 | 6,906,974 | 19,668,404 | 18,582,561 |
| Corn, bus... | 1,725 | 4,630 | 1,725 | 4,630 |
| Oats, bus... | 8,959,038 | 1,539,992 | 5,321,039 | 4,575,286 |
| Barley, bus... | 529,248 | 589,171 | 1,226,118 | 1,480,601 |
| Rye, bus... | 615,109 | 278,007 | 260,087 | 870,662 |
| Flax Seed, bus. | 186,691 | 40,000 | 187,297 | 109,457 |
| Mixed Grain, lbs. | 3,128,420 | 2,895,400 | 142,240 | 3,363,498 |

INDIANAPOLIS—Reported by Wm. H. Howard, secretary of the Board of Trade:

| | Receipts | | Shipments | |
|---------------|-----------|-----------|-----------|---------|
| | 1924 | 1923 | 1924 | 1923 |
| Wheat, bus... | 203,000 | 146,000 | 136,000 | 97,000 |
| Corn, bus... | 1,064,000 | 1,064,000 | 871,000 | 796,000 |
| Oats, bus... | 786,000 | 716,000 | 566,000 | 788,000 |
| Rye, bus... | 10,000 | 11,000 | 9,000 | 23,000 |

KANSAS CITY—Reported by W. R. Scott, secretary of the Board of Trade:

| | Receipts | | Shipments | |
|-------------------|-----------|-----------|-----------|-----------|
| | 1924 | 1923 | 1924 | 1923 |
| Wheat, bus... | 2,717,550 | 3,080,700 | 2,504,250 | 2,026,350 |
| Corn, bus... | 1,032,500 | 1,222,500 | 1,273,750 | 558,750 |
| Oats, bus... | 251,600 | 591,600 | 217,500 | 403,500 |
| Barley, bus... | 46,500 | 18,000 | 33,800 | 16,900 |
| Rye, bus... | 16,500 | 12,100 | 19,800 | 4,400 |
| Bran, tons... | 3,460 | 3,100 | 2,160 | 18,640 |
| Kaffir Corn, bus. | 261,800 | 49,500 | 274,000 | 112,000 |
| Hay, tons... | 12,936 | 9,444 | 5,244 | 1,956 |
| Flour, bbls... | 41,925 | 67,600 | 423,800 | 477,100 |

LOS ANGELES—Reported by the secretary of the Grain Exchange:

| | Receipts | | Shipments | |
|--------------------------|----------|-------|-----------|-------|
| | 1924 | 1923 | 1924 | 1923 |
| Wheat, carloads... | 315 | 185 | ..... | ..... |
| Corn, carloads... | 168 | 96 | ..... | ..... |
| Oats, carloads... | 19 | 12 | ..... | ..... |
| Barley, carloads... | 150 | 135 | ..... | ..... |
| Rye, carloads... | 1 | ..... | ..... | ..... |
| Kaffir Corn, carloads... | 14 | 2 | ..... | ..... |
| Flour, carloads... | 215 | 169 | ..... | ..... |

MINNEAPOLIS—Reported by G. W. Maschke, statistician secretary of the Chamber of Commerce:

| | Receipts | | Shipments | |
|-----------------|-----------|-----------|-----------|-----------|
| | 1924 | 1923 | 1924 | 1923 |
| Wheat, bus... | 5,975,730 | 6,307,230 | 3,776,140 | 2,604,200 |
| Corn, bus... | 903,190 | 747,910 | 770,450 | 478,110 |
| Oats, bus... | 1,162,500 | 954,290 | 1,439,040 | 3,428,490 |
| Barley, bus... | 610,660 | 906,110 | 708,490 | 772,990 |
| Rye, bus... | 576,820 | 624,500 | 1,449,560 | 161,640 |
| Flax Seed, bus. | 296,000 | 481,030 | 77,660 | 53,230 |
| Hay, tons... | 1,967 | 1,524 | 273 | 291 |
| Flour, bbls... | 48,730 | 93,996 | 971,238 | 1,166,231 |

MONTREAL—Reported by J. Stanley Cook, secretary of the Board of Trade:

| | Receipts | | Shipments | |
|-----------------|------------|------------|------------|------------|
| | 1924 | 1923 | 1924 | 1923 |
| Wheat, bus... | 14,828,201 | 15,457,188 | 16,029,359 | 15,591,798 |
| Corn, bus... | 113,153 | 169,213 | 2,120 | 1,216,416 |
| Oats, bus... | 2,647,593 | 3,889,305 | 2,835,742 | 2,441,348 |
| Barley, bus... | 730,307 | 853,487 | 1,423,485 | 473,745 |
| Rye, bus... | 1,783,794 | 220,825 | 1,652,988 | 521,436 |
| Flax Seed, bus. | ..... | 18,263 | ..... | ..... |
| Hay, bales... | 71,062 | 133,273 | 10,499 | 179,269 |
| Flour, bbls... | 398,054 | 369,456 | 555,812 | 556,492 |

MILWAUKEE—Reported by H. A. Plumb, secretary of the Chamber of Commerce:

| | Receipts | | Shipments | |
|--------------------|-----------|-----------|-----------|-----------|
| | 1924 | 1923 | 1924 | 1923 |
| Wheat, bus... | 120,400 | 109,200 | 154,825 | 119,815 |
| Corn, bus... | 851,115 | 869,400 | 559,210 | 246,875 |
| Oats, bus... | 1,041,800 | 1,674,200 | 1,003,781 | 1,089,360 |
| Barley, bus... | 417,600 | 527,720 | 146,920 | 124,320 |
| Rye, bus... | 98,100 | 73,580 | 121,556 | 35,647 |
| Timothy Seed, lbs. | 150,000 | 93,736 | 782,965 | 984,017 |
| Clover Seed, lbs. | 1,155 | 7,710 | 691,625 | 653,709 |
| Flax Seed, bus. | 5,720 | 10,080 | 1,233 | 134,579 |
| Malt, bus... | 13,300 | 3,665 | 441,712 | 589,095 |
| Hay, tons... | 1,054 | 1,138 | 609 | 692 |
| Flour, bbls... | 187,310 | 114,680 | 45,470 | 49,260 |

NEW ORLEANS—Reported by S. P. Fears, Chf. Gr. Insptr. & Weighmaster of the Board of Trade, Ltd.:

| | Receipts | | Shipments | |
|---------------|----------|-------|-----------|-----------|
| | 1924 | 1923 | 1924 | 1923 |
| Wheat, bus... | 276,206 | ..... | 258,000 | 1,412,682 |
| Corn, bus... | 300,383 | ..... | 292,664 | 180,068 |
| Oats, bus... | 19,966 | ..... | 22,575 | 29,385 |
| Rye, bus... | 11,536 | ..... | 51,428 | 312,857 |

NEW YORK CITY—Reported by H. Heinzer, statistician of the Produce Exchange:

| | Receipts | | Shipments | |
|------------------------|-----------|-----------|-----------|-----------|
| | 1924 | 1923 | 1924 | 1923 |
| Wheat, bus... | 5,160,600 | 6,466,200 | 4,174,000 | 6,798,000 |
| Corn, bus... | 506,000 | 992,000 | 36,000 | 519,000 |
| Oats, bus... | 1,313,000 | 594,000 | 1,063,000 | 455,000 |
| Barley, bus... | 343,500 | 57,800 | 550,000 | 270,000 |
| Rye, bus... | 1,633,500 | 2,696,500 | 1,137,000 | 2,528,000 |
| Clover Seed, bags | ..... | ..... | 49 | 775 |
| Other Grass Seed, bags | ..... | 370 | ..... | ..... |
| Flax Seed, bus. | 470,000 | 1,388,500 | ..... | ..... |
| Hay, tons... | 8,355 | 7,504 | 857 | bales |
| Flour, bbls... | 884,930 | 673,621 | 516,000 | 320,000 |

OMAHA—Reported by F. P. Manchester, secretary of the Produce Exchange:

| | Receipts | | Shipments | |
|----------------|-----------|-----------|-----------|-----------|
| | 1924 | 1923 | 1924 | 1923 |
| Wheat, bus... | 1,057,000 | 905,800 | 1,051,400 | 866,600 |
| Corn, bus... | 1,381,800 | 2,095,800 | 1,702,400 | 1,748,600 |
| Oats, bus... | 928,000 | 1,108,000 | 1,298,000 | 1,304,000 |
| Barley, bus... | 17,600 | 33,600 | 12,800 | 25,600 |
| Rye, bus... | 19,600 | 23,800 | 51,800 | 44,800 |

PEORIA—Reported by John R. Lofgren, secretary of the Board of Trade:

| | Receipts | | Shipments | |
|----------------|-----------|-----------|-----------|-----------|
| | 1924 | 1923 | 1924 | 1923 |
| Wheat, bus.. | 115,300 | 58,400 | 96,750 | 43,800 |
| Corn, bus.... | 1,065,850 | 1,313,000 | 670,550 | 892,350 |
| Oats, bus.... | 885,850 | 1,086,200 | 872,250 | 1,024,600 |
| Barley, bus.. | 21,000 | 37,000 | 15,800 | 21,000 |
| Rye, bus..... | 6,000 | 270 | 2,400 | ..... |
| Mill Feed, | | | | |
| tons | 16,900 | 17,040 | 19,804 | 17,536 |
| Hay, tons.... | 990 | 470 | 80 | 80 |
| Flour, bbls... | 153,900 | 124,300 | 141,000 | 126,200 |

ASSOCIATIONS

OHIO GRAIN DEALERS ANNUAL CONVENTION

On June 18 the Ohio Grain Dealers Association was assembled for the forty-fifth annual convention, in Lima, Ohio. The sessions were held in the convention hall of the Elks Club House, with headquarters at the Norval Hotel. There was a large attendance, which was further augmented on the second day by a number of late arrivals, the registration showing 200 present.

The meeting was called to order by President E. T. Custenborder, and the invocation was given by Rev. C. A. Rowand. Fred Mayer led in singing "America," with Mr. Cummings at the piano, after which an address of welcome was made by the mayor, on behalf of the city of Lima. S. L. Rice, of Metamora, spoke in response, thanking the municipality for its good wishes and hospitality.

Congressman Cable, of the Fourth District, spoke, and emphasized the importance of keeping legislative problems in the foreground. He cautioned against allowing interest to die out on account of Congress having adjourned, and ventured the opinion that the grain issue would be one of paramount importance in the immediate future—he said its significance was so vital that the outcome of the national election might be dependent on the party attitude on the question. He complimented the last session on its handling of immigration issues and insisted on the necessity for cutting taxes.

President Custenborder then gave his opening address, in which he said:

ADDRESS OF THE PRESIDENT

In bringing our forty-fifth annual summer meeting into the heart of the grain section of the state (the Egypt of North America, as my friend, Pollock would say), we confidently expected a larger gathering of Ohio dealers than usually attend when the meetings have been held farther from their office doors.

I will not attempt at this time to call your attention to all of the problems that continuously perplex us, but will try to touch a few of the more outstanding ones. Permit me to remind you that the most of our ills are local, and are curable by the application of local remedies. The sooner we all recognize these basic truths, and by united, concerted action, and effort proceed to apply the remedies at hand in a true co-operative spirit the sooner we will have eliminated the source of many of our troubles.

The farmers generally should be more familiar with the purpose and motive of our organization. If all of our farmers were as familiar with the costs and hazards of marketing grain and supplies as a portion of them have recently become, the result would be to the mutual benefit and interests of the patrons and to the operators of elevators.

We should be playing the game fair with ourselves, with our patrons and with our competitors. "For when the One Great Scorer comes to write against your name, He writes—Not that you won or lost, but how you played the game."

Buying grain without proper regard to the quality and condition is a besetting sin of too many of us. To pay less as we occasionally do for grain of good grade, than the market would justify is unfair to the producer. To pay more for grain of inferior quality, as many of us frequently do, than such grain is worth on the market is unfair to ourselves, and usually results in loss to all concerned. Permitting the abuse of our credit system has saddled a burden on many of us that is greater than the profits in our business will support.

Bidding more for grain located near to the elevator of a competitor than we are regularly paying for the same grade of grain located near our own elevator, usually results in a price war in which both sides lose and neither wins a victory.

How Many of Us Are Doing It?

How many of us are carrying larger book accounts than the nature and volume of our business justify?

How many of us are receiving interest enough on our book accounts to pay the interest on our notes at the bank?

How many of us inspect our grain as carefully when we buy it, as it is inspected for us when we sell it?

How many of us procure a type sample of grain from each car we load, and retain it until arrival and inspection?

How many of us are cognizant of the fact that if we do not properly condition our grain before we ship it, that someone else will, and that we will pay them for doing it?

How many of us have good weighing facilities and weigh the grain as carefully to the car, as we weigh it from the farmers wagons?

How many of us co-operate with our patrons and with our competitors as we expect them to co-operate with us?

How many of our competitors and patrons co-operate with us as we would have them do?

The above are problems that when solved must be solved by local dealers. It occurs to us that a large portion of one of our sessions should be devoted to the discussion of these local problems by local talent.

The proper solution of these problems is of vital interest to us all.

The following convention committees were then appointed: Nominating Committee: O. E. Teegarten, Duval; Fred Watkins, Cleveland; W. S. Bricker, Blanchester; S. W. Simmons, Pemberton; Grant Pollock, Middlepoint. Resolution Committee: E. C. Eikenberry, Camden; L. W. Dewey, Blanchester; S. L. Rice, Metamora; Fred Mayer, Toledo; Charles T. Pierce, Van Wert. Auditing Committee:

A. H. Cretty, Columbus; O. P. Hall, Greenville; W. W. Wickersham, Blanchester.

Following these appointments, the president called on A. P. Sandles, of Columbus, who spoke on "Agstone, the Magic Stone." He said that the grain business was the only business that you could pursue all your life, lose money each year, and still make a good living.

"It isn't legislation we need," he said. "It isn't legislation the farmer needs. Left alone, the so-called ills will work out. The present difficulties are largely a result of the war; but they are leading back to normal in every endeavor. True, the western men are in distress. During the last four years they have used high speed production and have increased the supply of produce to the saturation point. As a result, there is loss in exports and a loss in price. Organized production is needed to produce price."

He advised the growing of Clover as a soil-saving crop and said it was one of the things to help the farmer to prosperity. He pointed out the benefits of burned or raw limestone to sweeten the soil and told elevator men to keep some on hand so the farmer could easily purchase it. He said it would



AMONG THOSE PROMINENT AT LIMA
H. L. Goemann, President-Elect S. L. Rice,
and Retiring President E. T. Custenborder

constitute a good sideline, and its use should be encouraged.

J. W. McCord, of Columbus, gave a brief verbal report as secretary, and then turned to his financial report as treasurer. It showed a balance on hand June 16 of \$1,404.11.

On a motion by J. H. Motz, of Brice, the report was referred to the Auditing Committee.

The concluding feature of the first morning's session was a short talk by Mr. West, of the Federal Crop Statistical Bureau. He explained that hereafter the Government would get statements of stocks of grain on hand in elevators and mills monthly instead of every three months, as this plan fits in better with terminal market reports. He said the authorities would send out questionnaires, and asked the co-operation of the dealers present.

AFTERNOON SESSION

The first speaker on the program during the afternoon session was C. B. Jenkins, of Noblesville, Ind. He expressed the regrets of C. B. Riley, secretary of the Indiana Grain Dealers Association, who was unable to speak because of pressure of local affairs preventing his making the trip. In discussing wheat pooling in Indiana, Mr. Jenkins said it was the wish of the Board of Managers that all grain dealers who can handle the wheat without too serious loss and too much trouble on their part, that they do so. He went on to say:

The pooling organization started out with a definite statement that without there was 40 per cent of the acreage pooled by the 24th of May, then the signers of the contract would be privileged to withdraw, provided they withdrew before the 7th of June. While there were quite a number who signified their intention

to withdraw, there probably was not any considerable per cent as they did not understand the terms of the contract and the rights thereunder.

I do not see how it is possible for the poolers to accomplish anything in Indiana. In many counties there are no signers at all. In others there are only a few, possibly a half dozen. In one county we have heard of there were about 350 signers, but they were scattered over the county. I think that is the greatest number of any county in Indiana, so far as we were able to learn. If it had not been for the fact that the Farm Bureau Federation took over this whole matter of pooling and used their organization, they certainly would not have accomplished anything.

One of our members, at the instance of the poolers, met with a committee and spent a couple of hours with them and he reported that they knew absolutely nothing about what they were driving at. They had no conception of what would be required to handle this wheat. They have proceeded on the theory that it would take care of itself and they could talk the proposition in any way they pleased and in some places they have indicated that they would make advance payment as much as 70 per cent while in other places and in their published report they suggest only 60 per cent. So it would seem each solicitor has a carte blanche to say and do what he pleases so long as he would "bring home the bacon" (\$10 being required from each signer, likewise a subscription to membership in the Farm Federation Bureau). It is my personal opinion that this whole pooling business will be dead inside of the next two years. Of course, some people think there is no limit to the number of suckers that can be caught each year. They go on the Barnum theory that there is a sucker born every minute and it looks like that is true when applied to the farmers and they are not alone victims of designing and scheming parties seeking to separate them from their money.

Other addresses were made at this session by H. A. Hartman, superintendent of schools at Sidney, and H. F. Bowsher of Lima, who discussed accounting problems.

F. E. Watkins, president of the Grain Dealers National Association, gave special attention to legislative questions in his speech. He said that business had been concentrating on political economy for some time, that politicians have talked and talked about business and disparaged it, and the grain business in particular. He said that the grain business had for a long time been the victim of professional agitators, and he surmised that some constructive publicity would be the solution of misrepresentations regarding the grain men. He said: "The grain business is not in need of restrictive legislation. It has needed it least during the last 10 years, when we got most of it. To be sure, we have our faults, but if left alone, we will eventually iron them out."

In the evening there was a banquet at Hotel Norval, and the facilities of the hotel were heavily taxed by the number attending, every seat in the main dining room being filled and a number of tables arranged in the hallway for the overflow. The toastmaster was E. C. Eikenberry, of Camden.

THURSDAY SESSION

The second day's session was opened with an address by H. L. Goemann, of Mansfield, whose topic was "Transportation." He went into considerable detail regarding Rule 16 and attempted to show how complaints against this rule could be minimized. In speaking of bulk grain deduction for shrinkage he said the committee had succeeded in getting railroads to agree on the proper deduction for shrinkage of bulk grain shipped in carload lots, the rules being:

(a) Carriers will not be responsible for loss due to natural shrinkage.

(b) When liability is established, there shall be deducted from the loss in weight on all grain $\frac{1}{2}$ of 1 per cent of total weight of the contents of the car.

(c) This deduction, representing reasonable shrinkage due to evaporation or other natural causes, is to be made from shipping weights.

(d) Claims for shortage will be promptly adjusted, subject to deduction authorized in clause (b) when investigation discloses defect in equipment, seal or seal record, or a transfer in transit by the carrier of a carload of bulk grain upon which the unloading weight is less than the loading weight, and the shipper furnishes duly attested certificates showing the correctness of the claimed weights, and investigation fails to show that the discrepancy is due to defective scales or other shippers' facilities, or to inaccurate weighing or other error at point of origin or destination, or to fraud.

(e) Where investigation discloses no defect in equipment, seal or seal record, or no transfer in transit, the claim will be adjusted or declined on its merits, taking into consideration all of the material facts. A clear record of either the carrier's or shipper's facilities shall not be deemed conclusive.

(f) In case of a disputed claim the records of both the carrier and the claimant affecting the shipment involved shall be available to both parties.

RESOLUTIONS

The program was varied to permit early introduction of resolutions, and after some debate, the following resolutions, which had been read by Mr. Stevenson, of Rosewood, were adopted by the convention:

Approximately 90 per cent of the country elevators of our state are owned and operated by persons who also own and operate farms. The owners and operators of the elevators, regardless of the name or style, of their respective companies, both as distributors and producers, are interested in modern efficient marketing methods and resent the interference by agencies not physically equipped to render daily, efficient, economic, satisfactory service in merchandising grain, flour, feed, fertilizer, coal and other supplies customarily handled at country elevators, and as a consequence,

We declare opposition to the commercial activities of the Farm Bureau, and all other agencies which are not physically and financially equipped to serve their patrons each and every business day and hour throughout the year.

We declare our opposition to either the repeal or radical alteration of the Esch-Cummings Law, and request our members to use their influence with their representatives and senators in Congress to prevent

any change in our present transportation laws until such time as they have had a fair trial and until the carriers may be assured of a financial position that will guarantee a maintenance of the present satisfactory service.

The practice of many of our brokers and editors of market letters to exaggerate unduly the weather and other apparent favorable or unfavorable crop conditions for the purpose of stimulating, or encouraging the buying or selling of grain futures, for speculative purposes, is detrimental to the orderly marketing of grain and such tactics should be looked upon with disfavor by those engaged in merchandising grain at country stations.

We declare that country shippers should ignore all market "dope" and "hot tips" and other purported market news not supported by authentic, reliable statistics, and that they should warn their patrons to do likewise.

We declare our appreciation of the successful efforts of the Grain Dealers National Association in handling the fight to prevent the passage by Congress of the McNary-Haugen Bill, and our commendation of the Association for its policy of safeguarding the interests of the trade from pernicious influence both within and without the industries represented in its organizations.

E. C. Eikenberry spoke on "Some Recent Trends in Legislation" and enlarged on what had already been said relative to new laws. He said, "The best laws that are passed are those that repeal those that have been passed, the undoing of our mistakes."

J. J. Fitzgerald, of Indianapolis, representing the Grain Dealers Fire Insurance Company, then spoke on "Conservation."

ADDRESS OF S. P. ARNOT

He was followed by S. P. Arnot, executive vice-president of the Chicago Board of Trade. His subject was "The Growing Issue." He was interrupted by several spurts of applause as he touched on vital issues, and apparently succeeded in expressing the views of the meeting. He said in part:

A recent press comment said that the expenditures of a certain county and town had doubled in seven years; that state taxation had increased 238 per cent and that our Federal taxes had increased 619 per cent in the same period. Nothing could more clearly show the price we are paying for new laws, new bureaus, and new regiments of government employees.

We have had too many pirates on the high seas of politics; too many selfish, insincere politicians have

ferred similar advantages upon the manufacturer. They deliberately ignored the fact that the farmer has had a most active hand in the shaping of the present high tariff to protect his products. Indeed, many instances can be cited where the farmer has virtually dictated tariff provisions, and it is only a few months since the President raised the duty on Canadian wheat in an effort to aid the farmer. The farmer has benefitted by the Federal Reserve System; by the Federal Farm Loan system with its 12 regional Federal land banks with money to lend to the farmer; by the Agricultural Credits Act and by the War Finance Corporation. Innumerable other steps have been taken by congress and legislatures to lighten the farmer's burden. There has been no snubbing of the farmer in the halls of the lawmakers, and many of these laws have been highly beneficial.

But on the pages of agricultural history is written bold the fact that economics and not laws must solve the farmer's problem. He can never be legislated into permanent prosperity.

When a merchant overstocks his store with a single commodity, and one for which there is not a large demand at the time, he usually meets bankruptcy. When a manufacturer continues producing after the market is flooded, a receivership is likely. When a business man conducts his business in a slipshod manner, violating all the fundamental rules of commerce, his ultimate failure is inevitable.

And yet one-crop wheat farmers produced and produced long after the world demand had been virtually filled. Then when distress assailed them the self-appointed farm politician would have us believe that all agriculture was in bankruptcy and that only a Government subsidy could lift the American farmer from permanent peasantry and prevent chaos. Logic apparently means nothing. The mere fact that wheat farmers in certain districts pyramided in land, in wheat growing, in bank loans and mortgages and failed was sufficient cause for an unprecedented demand for Government aid.

The report of the Nominating Committee was unanimously adopted and the following officers were elected for the new year: S. L. Rice, of Metamora, president; J. H. Brice, of Motz, vice-president; J. W. McCord, of Columbus, secretary-treasurer.

The directors will include: E. O. Teegarten, Duval; Edgar Thierwechter, Oak Harbor; Charles Heigel, Leipsic, and the officers.

Fred Mayer extended a cordial invitation to hold the 1925 convention in Toledo, and read a letter from the mayor of Toledo, as well as from

elapsed, will be eliminated in many cases, as a result of all understanding more clearly how the issue may be met.

EASTERN FEED DEALERS HOLD ANNUAL MEETING

The Eastern Federation of Feed Merchants held its eighth annual convention at Albany, N. Y., June 20 and 21. Secretary F. C. Jones had an interesting report, devoting attention to such issues as local meetings, status of the Federation membership, functions of his office in connection with numerous claims and differences recently adjudicated, and the finances of the organization.

President W. S. Van Derzee gave the annual address, and other able speakers on the program included Dr. W. H. Strowd, of the Wisconsin Department of Agriculture, who spoke on "The Open Formula" and Dr. George W. Cavanaugh, of Cornell University, whose talk was very practical from the feed man's standpoint.

After a satisfactory program had been concluded, the officers for the ensuing year were elected, all present incumbents being carried over for another year in their respective offices. These included: President W. S. Van Derzee, Albany, N. Y.; vice-president, S. E. Petit, Huntington, L. I.; treasurer, F. T. Benjamin, Canastota, N. Y.; secretary, F. C. Jones, Bullville, N. Y. The directors whose terms expired and were re-elected included F. A. Wychoff, East Stroudsburg, Pa.; F. T. P. Gaines, Sherburne, N. Y.; and A. J. Thompson, Wycombe, Pa.

FEED DISTRIBUTORS PLAN NEW RULES

The season of 1923-24 will go down in history as one of the most difficult ever experienced by feed jobbers, dealers and everyone handling feedstuffs, says W. O. Fehling, president of the U. S. Feed



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pushed through their vote-getting panaceas which have had the single result of providing new jobs. Some day a reaction may come and sweep to victory a political party pledged to reduce legislation and repeal of harmful regulatory laws. In the meantime business must continue to meet the problem of too much government as best it can, and live in the hope that the tampering with established customs may soon come to an end.

You are all familiar with the deplorable state of affairs that has existed in the grain market. This is not due entirely to legislation. There have been changes in the tides of commerce that have had their effect. There has been hesitancy on the part of many to build up their stores of grain. There have also been other factors of more or less importance. But there is abundant evidence that the paramount cause of the turmoil and uncertainty in the grain industry has been the existence of legislation and the pernicious legislative nagging which has confronted us. And it is interesting to note that these legislative threats have been far more serious than the actual legislation in existence.

To illustrate this it is only necessary to turn to the cotton trade. In that industry the year's activity has been satisfactory. Yet the cotton exchanges are controlled by the Cotton Futures Act. But this difference is apparent; there has been no clamor for new laws or to amend existing statutes pertaining to commerce in cotton. Accordingly that industry has been able to settle down and feel a measure of security. My point is that the grain exchange, like the cotton exchange, can go ahead meeting its many problems, complying with the restrictive measures under which it must function, and still render to the producer and consumer the same high service it has rendered in the past if only it can be let alone, and released from the political strangle hold under which it has been gasping for the last few years. But it cannot serve its best purpose if it is to continue as a political football to be kicked about by insincere agrarian politicians. No industry can properly serve when it is harassed, nagged and interfered with as has been the grain exchange during a period when the farmer needed it most.

No one can deny that the wheat farmer has gone through a difficult period. And the hopeful sign is that the wheat farmer is beginning to look askance at the agrarian politicians. He, like all other farmers, is beginning to realize that future prosperity depends upon gradual economic upbuilding, aided but not initiated by laws; and other business elements must help, out of motives of enlightened selfishness.

Many farmers have been led to believe that the government has neglected agriculture. This is far from fact. No class has been given more careful consideration in recent years. In this connection, proponents of the late McNary-Haugen bill justified its most extraordinary provisions on the argument that the tariff had con-

officers of the Toledo Produce Exchange. H. G. Pollock urged that the next meeting be held in Lima.

CONVENTION NOTES

Several expressed a renewed confidence, and there seemed a general optimism as to general conditions having a decided improvement in the near future.

C. B. Jenkins, of Noblesville, Ind., who enlivened the occasion with a well directed address on the floor at the convention, had some interesting tales of recent fishing to relate to his many friends in the lobby.

Before the registration desk closed the number of attendance had reached the 200-mark. Considering some of the adverse circumstances that had to be met, the turn-out was very gratifying and President Custenborder expressed himself as well pleased.

Among the little tokens of good will passed out were the red carnations worn by everyone at the fellowship dinner, from Zahm & Co., of Toledo, and souvenir pencils from B. E. Chambers, of Sidney, and small packages of mints from the Smith-Sayles Grain Company, of Columbus.

Fred Mayer exercised considerable influence on behalf of his colleagues in Toledo, in an effort to get the 1925 convention of the Association in Toledo, and presented letters from numerous officials, including the mayor of Toledo and officials of the Toledo Produce Exchange and Chamber of Commerce.

Mr. Goemann's interesting address on transportation problems at the meeting resulted in many informal discussions in the corridors afterward, and there is little doubt that the concrete results of his committee's efforts will be forthcoming. It is likely that the \$6.30 per car charge assessed when car arrives before bill of lading, after free time has

Distributors Association. The extremely rapid advance of all commodities early in the fall of 1923 forced prices to an abnormal level which seriously affected trading and brought undue hardships on the farmer, jobber and dealer alike. Since the latter part of 1923 feedstuffs have gradually declined and are now at a level where they compare favorably with pre-war levels.

The milk situation in many sections has been more or less seriously demoralized during the past season but with normal prices for feedstuffs the dairyman and farmer can once more readjust his costs and produce milk at an equitable price.

Business generally appears to be going through a period of readjustment and with costs and selling prices in closer relationship and with a stable demand dealers and jobbers are assured of legitimate profits provided, however, there is not a recurrence of wild speculation which in the final analysis spells disaster and is certain to bring about conditions like those experienced during the past season.

The U. S. Feed Distributors Association has done a great service for the entire trade in bringing about uniform trade rules and, with the co-operation of the various markets, the Millers National Federation and the Grain Dealers National Association, can undoubtedly bring to a most satisfactory conclusion permanent uniform rules that will be fair and equitable to everyone interested in the distribution of feedstuffs wherever located.

When it is recalled that only a few years ago no two markets were working under the same rules and the fact that practically all the important markets have now adopted the present uniform rules, one can realize at a glance the wonderful work achieved.

Quite naturally it is difficult to formulate rules that will meet with the approval of every individual, but suitable amendments have been made from time to time and will continue to be made.

At the next meeting of the Association, preced-

ing the meeting of the Grain Dealers National Association at Cincinnati in September further amendments will be considered with the intention of bringing the rules to a state of perfection and satisfactory to all engaged in the handling and distribution of feedstuffs.

It is especially desired that a large attendance be present at this most important meeting and especially delegates from the different important markets and various respective trade associations.

INDIANA DEALERS HOLD MID-SUMMER MEETING

The officers of the Indiana Grain Dealers Association could not have failed to be gratified at the attendance at the mid-summer meeting of the organization held in the Library Room of the Board of Trade, Indianapolis, on June 27. Each morning interurban train brought in its quota of dealers so that approximately 200 greeted President Elmer Hutchinson of Arlington when he called the first session to order at 10.30 a. m. In his opening remarks President Hutchinson said the Association had not been called upon for a great deal of work during the past six months but its officers had been looking after the interests of the organization to the best of their ability. There were no apologies necessary for the grain industry; it was of vast industrial benefit and embraced in its ranks some of the best and strongest men of the country.

Following the president's opening remarks, H. A. Rhodes, United States supervisor of Indianapolis, read the new changes in Federal grades which will go into effect August 15. He said he had learned from observation that the country grain dealer was inclined to over grade his grain. This increased his hazard when it arrived at the terminal market and he thought the practice should be discouraged. He also thought the farmer would be better satisfied in the end if the dealer adhered to a close grading of the grain. He also mentioned the fact that during the past few years there had been much agitation over the tariff on Canadian wheat. As a result of a higher tariff Canadian wheat went into direct exportation and thus the handling and milling was lost to us. When foreign buyers, who were discriminating, came to us for wheat the tariff tended to increase the discounts.

Fred E. Watkins of the Cleveland Grain & Milling Company, Cleveland, Ohio, and president of the Grain Dealers National Association, made an address on some of the activities of that organization. He spoke of the political activities that had centered about the grain trade for so long a time and the erroneous opinions held by many people regarding the grain industry. These opinions were largely due to sensational reports in the newspapers, he said, and pointed out that the grain trade should and had been doing some advertising on its own account in an endeavor to set the truth before the people as regards the grain business. He pointed out that the grain business was not in need of restrictive legislation and emphasized the fact that in education and disseminating the truth about the grain business lay the solution of the troubles that had confronted the industry.

D. J. Schuh, secretary of the Cincinnati Grain and Hay Exchange, addressed the meeting on the subject of service and co-operation as rendered by the various grain exchanges and grain dealers' organizations. He said in part:

The Board of Directors of The Cincinnati Grain and Hay Exchange has asked me to convey to you its most sincere greetings and best wishes and to renew the assurance that our Directors have your best interests at heart and stand prepared to see to it that the market pledge of honest and fair treatment is carried out.

To me, as an individual, it is always a source of gratification to witness gatherings of business men such as yourselves. As an observer of these meetings, and as such not affected by the results of the deliberations, I am inclined to the belief that I gain impressions which the men composing and actively participating in the affairs of the organization little appreciate are reflected. I say this without the slightest purpose of indicating that you men do not stop to size up your organization and detach yourselves so as to have opportunity to at least form an idea of what those who are affected by the things your organization does and permit to be done think of you.

It may be of interest to you to hear what the secretary of a terminal market thinks of grain organizations as a whole, particularly since these thoughts are inspired as a result of witnessing the activities of grain organizations. The fundamental purpose of these organizations, the Indiana Grain Dealers Association and various state associations, the Indianapolis Board of Trade, the Cincinnati Grain and Hay Exchange, the Chicago Board of Trade and other similar organizations, as well as the Grain Dealers National Association, is service and co-operation. In speaking of service it covers two fields—service to yourselves and service to persons who are not members of your association with whom you deal. In order for an association to give service there must be co-operation, and no one can take credit for co-operating unless he forgets himself. This forgetting of self brings out the fact that in order to be a good member of an association such as yours, unselfishness must head the list of qualifications. Unless your association had an unselfish purpose and unless the men who join the association have an unselfish strain in them you cannot be a success. I believe that few men appreciate how much they practice unselfishness nor do they realize how much unselfishness is required of them as members of an organization such as yours. Have you ever stopped to consider how many selfish ideas, aims and desires of individual members of any organization are

put into effect? I think you will find the answer is "Such resolutions are usually voted down." It is distinctly against your policy to give one member an advantage over another.

Do you appreciate that this gathering today is for no other purpose than to work out ways and means of facilitating the transaction of business? To discover ways and means of getting along harmoniously with your fellow dealers? To show by your presence that you are a good member of a highly respected organization? To devise ways and means of further enhancing the good name of your organization and your fellow member? That you have come here to vote for such measures as will make it easier for your fellow member to do business with you and you with him? To go on record notifying the dealers in other states whether or not they be members of similar associations that your organization stands for the things that are right and that you are responsible to an organization having a reputation to maintain? Do you realize that you have established an organization which has accepted responsibility for the individual members and is prepared to see to it that the individual member lives up to the good principles and ethics set down by the organization? Would you call any of these aims and purposes selfish? No! nor can any one who realizes that such ideals are enforced by organizations such as yours, and that the ideals sprung from the members. Do you know of any grain organization anywhere that is not founded on these ideals and that is not conscientiously seeing to it that they are made a living emblem? Isn't it a fact that these associations employ men as secretaries, or by some other title, who are not engaged in the grain business and whose duty it is to see that every member of the organization receives all of the services, all of the privileges and all of the protection which the by-laws and rules and regulations are designed to give? Is it not also the duty of these paid representatives of such organizations to see to it that the non-member who deals with the member is afforded every protection and his rights respected?

These things are called to your mind for no other purpose than to impress upon you the great value of organizations—they bring out the best in men.

There is no doubt in my mind that quite a few politicians will not agree that our grain organizations



PRESIDENT ELMER HUTCHINSON

are unselfish. This point of view has been encouraged by some selfish individuals who would not allow you to be in business. The plain truth of the matter is that your success has been displeasing and they have sought the aid of some one to put you out of business. And then when you fight for your existence a volley of untruths about you is exploded. Any right thinking person will admit that under such circumstances you should be selfish and fight to keep what is yours and have the right to continue to be successful. Discussion along these lines will be had at the coming Grain Dealers Association Convention which is to be held in Cincinnati, September 22, 23 and 24, at the Hotel Gibson. That meeting will witness the assembly of men inspired to bring about the ideal in business relations. When all has been said and done the deliberations of the convention will be based on further perfecting the keystone which supports all business—honest treatment.

The Cincinnati Grain and Hay Exchange will be host to the convention and our Board of Directors has asked me to urge you Indiana dealers to attend the meeting and to urge those who are in attendance here to do all they possibly can to cause their neighbors and business correspondents to make the Cincinnati convention a banner one. Cincinnati is preparing to receive you and we are determined to give you proof of Cincinnati's reputation for hospitality.

President Hutchinson then appointed the following Committee on Resolutions before the noon adjournment: V. E. Butler, Indianapolis; E. K. Sowash, Crown Point; E. E. Elliott, Muncie.

FRIDAY AFTERNOON

At the opening of the afternoon session H. J. Berry of Indianapolis addressed the meeting on the subject, "Trade and Business Association Ethics" in which he outlined the changes in grain trade conditions brought about by arbitration of differences and due to a better understanding between members of the grain trade.

The report of the Committee on Questions of Handling Wheat Poolers Grain was presented by H. W. Reimann of Shelbyville and after considerable discussion it was decided by vote that the charge recommended for handling pooled wheat

should be 7½ cents per bushel and the committee was continued to report again later.

RESOLUTIONS

The report of the Committee on Resolutions, read by Chairman V. E. Butler was adopted as follows:

Better Agriculture

Whereas, it has been and is the policy of the grain trade to cooperate in every way possible to conserve the interest of agriculture in every conservative movement that is for its benefit and whereas, the officers and members of the Indiana Grain Dealers Association have put forth every effort possible to better the conditions under which agriculture is conducted, and whereas, there has developed a condition in all business efforts that has created uneasiness and many diversified opinions as to business methods under which business shall be conducted in the future, therefore, be it

Resolved: That we pledge the support of the officers and members of the Indiana Grain Dealers Association in a careful and intelligent study of every suggestion that has for its purpose the creating of better production, better markets and better business methods.

Advertising Service Performed

Whereas, for a term of years there has developed misunderstanding and discord as between the grain producer and the grain trade generally because of the lack of knowledge of the service of grain dealers rendered in connection with the distribution of farm products, and believing that the future development and benefits to be derived for agriculture are through the avenues of clearer and better understanding of these questions between grain dealers and producers, therefore, be it

Resolved: That we recommend that all handlers of grain devote more time and energy than has been done heretofore in placing unbiased information before their patrons and that careful study be made at individual stations so that the service rendered by such that agriculture may be bettered if possible.

Commendation and Thanks

Whereas, the official department of this association and the National Grain Dealers Association has taken a very active part in matters of proper and beneficial legislation during the past year, therefore, be it

Resolved: That we commend them for their good work and pledge the support of this association in the future.

Whereas, the program of this, our twenty-fourth annual meeting, is composed of most interesting and instructive addresses on subjects that are of vital interest to the grain trade, therefore, be it

Resolved: That we tender our sincere thanks to all of the speakers who have contributed in making this an unusually profitable meeting.

Resolved: That we extend our thanks to the Indianapolis Board of Trade and the Indianapolis grain dealers for the entertainment and many courtesies extended.

In the evening the Indianapolis Board of Trade and Indianapolis millers were hosts to the visiting grain men at an entertainment at English's Opera House.

CONVENTION CALENDAR

August 15.—Michigan Hay and Grain Association, Adrian, Mich.

September 21.—U. S. Feed Distributors Association, Cincinnati, Ohio.

September 22-24.—Grain Dealers National Association, Hotel Gibson, Cincinnati, Ohio.

AMEND LAW REGARDING CLAIMS FOR STRAIGHT OVERCHARGES

In a recent bulletin, the Chicago Board of Trade has called attention to the amendment to the Federal Transportation Act, which was effective June 7, 1924. The bulletin refers to claims for straight overcharges, and quotes part 3 of section 16 as follows:

(c) For recovery of over charges action at law shall be begun or complaint filed with the Commission against carriers subject to this Act within three years from the time the cause of action accrues, and not after, except that if claim for the overcharge has been presented in writing to the carrier within the three-year period of limitation said period shall be extended to include six months from the time notice in writing is given by the carrier to the claimant of disallowance of the claim, or any part or parts thereof, specified in the notice.

(e) The cause of action in respect of a shipment of property shall, for the purposes of this section, be deemed to accrue upon delivery or tender of delivery thereof by the carrier, and not after.

(g) The term "overcharges" as used in this section shall be deemed to mean charges for transportation services in excess of those applicable thereto under the tariffs lawfully on file with the Commission.

(h) The provisions of this paragraph (3) shall extend to and embrace cases in which the cause of action has heretofore accrued as well as cases in which the cause of action may hereafter accrue, except that actions at law begun or complaints filed with the Commission against carriers subject to this Act for the recovery of overcharges where the cause of action accrued on or after March 1, 1920, shall not be deemed to be barred under subdivision (c) if such actions shall have been begun or complaints filed prior to enactment of this paragraph or within six months thereafter.

The bulletin goes on to make the further explanation that:

This law was enacted on account of the decision of the United States Supreme Court in the Wolf case to the effect that the word "damages" in the previous law (which provided that complaints for the recovery of damages shall be filed within two years), applied also to overcharges not in accordance with published rates and rules.

Attention is directed to the retroactive feature in subdivision (h), which provides that overcharge claims which accrued on or after March 1, 1920, and which were barred by the Supreme Court's decision in the Wolf case, may be filed with the Commission, or suit brought thereon, within six months from June 7, 1924.

Where claims for straight overcharges are not paid by the carriers within three years from the time the cause of action accrues (from the time of delivery or tender of delivery of the property), such claims are barred by the above quoted statute of limitations unless complaint is filed with the Interstate Commerce Commission, or suit brought in court, within such three-year period for the recovery of the overcharge.



EASTERN

Articles of incorporation were filed by F. M. Kenyon, E. Orbaker and J. Kelsey as the Keno Feed & Grain Company at Palmyra, N. Y. Its capital stock is \$50,000.

To deal in grain, cereals, etc., the Baldwinsville Flour Mills, Inc., has been incorporated at Baldwinsville, N. Y. The incorporators are: August Classen, Fred Wyker and C. F. Loysen.

J. R. Eddington, C. J. Bryan and W. E. Hutchinson have incorporated at Salisbury, Md., as Eddington & Co., capitalized at \$40,000. The company will buy and sell grain, feed, hay and flour.

To engage in the sale of grain, flour, etc., the Bridgton Co-operative Company has been incorporated at Bridgton, Maine, with Frank P. Davis, president. The capital stock of the firm is \$25,000.

The W. A. Kelley & Son Company, Inc., was incorporated at Derby, Vt., to deal in grain, flour and feed. The firm is capitalized at \$10,000. W. A. Kelley, P. M. Kelley, Mrs. Emma V. Kelley and Mrs. Irene M. Kelley are interested.

Construction work has been started on the new state elevator at Oswego, N. Y. Plans are being made to begin erection of the 27 grain tanks which will have capacity of 1,000,000 bushels. The state warehouse has been completed and will be in operation the middle of July.

On August 1 it is expected that the new B. & O. Elevator at Locust Point, Md., will be ready for operation. It cost approximately \$10,000,000 and has capacity of 3,800,000 bushels including the workhouse. Provision has been made to increase this as occasion requires to 9,800,000 bushels.

IOWA

The grain business at Calumet, Iowa, has been bought from Mr. Bidwell by John Mehrenes.

The Harrison Ward Elevator at Tingley, Iowa, has been bought by the Talbott Grain Company.

The Duval Grain Company of Bennett, Iowa, has installed a 30-inch Munson ball bearing attrition mill.

H. H. Douglass is now manager of the Farmers Co-operative Elevator Company of Northwood, Iowa.

C. C. Buck of Iowa Falls, Iowa, has succeeded the G. D. Mabie Grain Company of Gilbert, Iowa, in business.

A 10-ton Howe Scale and motor are being installed at Oakville, Iowa, for the Oakville Grain Company.

Truman Peterson succeeds Wm. Swift as manager of the Galva Union Elevator Company of Galva, Iowa.

A new truck dump and scales have been installed in the elevator of the Farmers Elevator Company at Ruthven, Iowa.

The elevator at Milford, Iowa, has been bought by E. C. Gilbert from P. H. Warren. He will begin operations August 1.

Roy Miller is succeeded as manager of the elevator of the E. A. Brown Grain Company by Ed Noehren of Ocheyedan, Iowa.

A retail store to handle grain, feed, coal and other products is to be conducted by the Gund & Sien Elevator Company of Glenwood, Iowa.

The Streit Elevator at Algona, Iowa, has been taken by E. R. Rising who recently bought it from M. J. Quinn and F. S. Norton for \$5,500.

D. M. Glidewell is now associated with the Pot-hast & Glidewell Elevator at Vancleve, Iowa. He was formerly manager of the elevator at Le Grand.

The Farmers Elevator Company of Bradford, Iowa, is improving its elevator which will include enlarging of the coal sheds and building of new engine house.

The assets of the Farmers Co-operative Exchange of Haverhill, Iowa, including the elevator, are to be liquidated. The elevator has a capacity of 20,000 bushels. The property was bought from H. B. Kopel when the corporation was formed in 1919.

The 1,000,000-bushel elevator which was started in 1919 at Sioux City, Iowa, is being torn down to make way for a new power plant to be constructed by the Sioux City Gas & Electric Company. In 1919 the Farmers Terminal Elevator Company was

organized and started construction but the funds gave out before the building was completed. The estimated cost of the building was to have been \$450,000.

The contract has been let by Greig & Son of Estherville, Iowa, for the erection of a modern grain elevator with capacity of 35,000 bushels. It will cost about \$15,000.

The contract has been placed by the Farmers Elevator Company of Arcadia, Iowa, for the erection of a 20,000-bushel elevator with nine bins, of ironclad construction and equipped in addition to other machinery with one leg.

A new elevator has been built at Pleasant Prairie (p. o. Stockton), Iowa, by William C. Herman. New machinery will be installed including a 30-inch Munson attrition mill with two 40-horsepower motors.

MISSOURI, KANSAS AND NEBRASKA

L. F. Beatty will operate the Farmers Elevator at Garden City, Kan.

The plant of the Farmers Elevator Company at Burr, Neb., is to be covered with galvanized iron.

The elevator of the Farmers Grain & Supply Company at Ulysses, Neb., which burned, is to be rebuilt.

William C. Burney is now manager of the Waco (Neb.) Farmers Grain Company. He succeeds H. E. Francis.

The Colorado Mill & Elevator Company is building a new elevator at Cladin, Kan., and work is progressing rapidly.

The Johnson Grain Company of Johnson, Kan., has installed a new boot in its elevator and made other minor repairs.

The Edgerton Elevator Company's new elevator at Edgerton, Kan., is nearing completion and will soon be in operation.

The elevator at Nickerson, Kan., has been bought by the Davidson Grain Company. E. O. Moorman will operate the house.

Karel & Miller have bought the elevator of the Hamlin Co-operative Association at Hamlin, Kan., and have taken charge.

Several elevators have been bought from the Derby Grain Company by the C. L. Parker Grain Company of Topeka, Kan.

James O'Toole is succeeded as manager of the elevator of the Norton Co-operative Association by J. N. Snyder at Norton, Kan.

E. D. McCollough has been succeeded as manager of the Farmers Grain & Livestock Company at Solomon, Kan., by George Tank.

The Gilead Grain Company has been incorporated at Gilead, Neb., capitalized at \$10,000, by John C. Bodtke, Henry Bartling and others.

J. A. Werner succeeds W. E. Davis as manager of the Farmers Co-operative Grain, Milling & Mercantile Association at Alden, Kan.

The Berks Elevator at Berks (Crete p. o.), Neb., has been bought by the Crete Mills. It will be known as the Berks Farmers Elevator.

A new elevator is to be erected at Alliance, Neb., with capacity for 15,000 bushels in bulk and 20,000 bushels in sacks. The old elevator will be used for storage.

The Derby Mills at Topeka, Kan., have been taken over by Fred Derby of the Derby Grain Company who will operate the plant with the grain business.

The elevator of the Nye-Schneider-Jenks Company at Clay Center, Neb., has been bought by George Bovinger, who has for many years been manager there.

The Ramona Co-operative Elevator Company's elevator is to be managed at Ramona, Kan., by R. O. Clark. He succeeds Mr. Davidson, who resigned as manager.

An interest in the elevator, grain and feed business of Walter C. Bouton at Tecumseh, Neb., has been bought by Milo Halsted. He will have charge of the elevator, as Mr. Bouton has entered another business.

The Eagle Elevator Company has been incorporated at Kansas City, Mo., capitalized at \$25,000, by Howard Vanderslice, O. A. Severance and Henry Lichtig. The company plans the purchase of the

Dixie Elevator, formerly operated by the Western Grain Company. The new company will be independent of any grain firm.

The elevator of the late Wm. Townsend at Barnston, Neb., has been bought by F. J. Bahr & Son. The elevator is the latest model and is electrically equipped.

An office has been opened at Salina, Kan., by the John Hayes Grain Company. C. E. Davis of Wichita will be manager, and John Hayes, Jr., will be associated with him.

Extensive improvements are being made to the elevator property of the Sublette Grain Company of Sublette, Kan. A truck dump and other machinery are being installed.

The elevator at Pickrell, Neb., has been bought by Seymour Dix who is now in charge. Mr. Dix sold his lease of the West Elevator at Carleton to H. F. Smith a short time ago.

The Washburn-Crosby Company's 750,000-bushel elevator at Kansas City, Mo., is now ready to receive grain. The work was done by the Jones-Hettelsater Construction Company.

The elevator and grain business at Sterling, Kan., which Oline & Atherton sold last December to James Lane of Hutchinson has been rebought by them and will be opened for business.

A 45,000-bushel cribbed elevator is being erected at Merchiston (mail to Fullerton), Neb. The equipment includes a Fairbanks Automatic and Platform scale, Trapp Dump and Eureka Cleaner.

The elevator of the W. T. Barstow Grain Company at Arcadia, Neb., has been leased by Roy R. Clark who will conduct a grain business in connection with his coal and stock business.

The Robertson Elevator at Simpson, Kan., has been bought from James Robertson by the Robinson Milling Company. Mr. Robertson retired from the business with the sale of the property.

Fred W. Greene has secured an interest in the Dolphin-Jones Grain Company and will act as its Omaha, Neb., representative. Mr. Greene was for many years with the Crowell Elevator Company.

THE DAKOTAS

The Paul M. Rickert Elevator at Sisseton, S. D., has been torn down.

The elevator of the Aurora Grain Company of Aurora, S. D., has been repainted.

The elevator at Fullerton, N. D., of the Minnekota Elevator Company is being repaired.

The Frankfort Elevator Company at Frankfort, S. D., is making minor repairs to its elevator.

Ben Hicks succeeds J. Meylink as manager of the Farmers Elevator Company at Rowena, S. D.

A modern scale with other repairs is being installed at the National Elevator at Lansford, N. D.

The Farmers Elevator at Starkweather, N. D., is to be repaired. The contract for the work has been let.

Repairs are to be made to the elevator of the Farmers Co-operative Elevator Company of Sherwood, N. D.

Extensive improvements are to be made to the two elevators of the Kloten Grain Company of Kloten, N. D.

Extensive repairs have been made to the elevator of the Woods Farmers Elevator Company of Woods, N. D.

The Clement, N. D., elevator of the Minnekota Elevator Company of Minneapolis, Minn., is being wrecked and moved to another point.

The H. D. Curran Elevator at Gettysburg, S. D., has been bought by F. C. Moody who repaired it preparatory to operating it about the middle of July.

The elevator of the Cash Feed & Fuel Company at Minot, N. D., owned by J. E. Harmon, has been overhauled and a modern grain dump installed. A modern feed mill and seed house have also been installed.

R. L. Buck has been succeeded as manager of the Equity Elevator Company at Prosper, N. D., by Mr. Johnson of Fertile, Minn. Mr. Buck resigned to take a position in the U. S. Customs Office at Pembina.

The Farmers Elevator at Davis, S. D., has been bought by H. E. Schneiderman. Mr. Schneider-

man will engage a man to operate the elevator, in as much as his time is well taken up operating his elevator at Lennox.

J. C. Miller, K. M. Ellingson and Hans Erikson have incorporated at Litchfield, N. D., as the Litchville Seed & Grain Company. Its capital stock is \$25,000.

The elevator at Highmore, S. D., owned by J. G. Ryan is being repaired. Additional bins for storage will be built and other repairs and machinery installed.

The contract has been awarded by the Minnesota Elevator Company of Kongsberg, N. D., for a 25,000-bushel elevator. The elevator will be equipped with a dump and scale.

The property of the Farmers Elevator Company at Watertown, S. D., has been leased by the Watertown Grain & Fuel Company, which will conduct a general grain and fuel business. S. E. Johnson and W. F. Kempf are the managers.

INDIANA

The Farmers Elevator Company is building an addition to its plant at Monticello, Ind.

The Gas City Elevator Company and the Gas City Elevator & Coal Company of Gas City, Ind., have filed certificates of dissolution.

The receiver for the Farmers Co-operative Elevator Company at Carmel, Ind., has sold the real estate to Arthur and Wilmer Stanley and Alfred Kinzer.

Walter R. and Lova Beck and Russell and Irene Hilligosa have incorporated as the Beck Grain Company at Shelbyville, Ind. The capital stock of the firm is \$10,000.

The American Hominy Company's two elevators at Shelbyville, Ind., have been bought by the Beck Grain & Feed Company and Scott & Snyder, grain and coal dealers.

The elevator at Castleton, Ind., formerly owned by F. P. McComas has been taken over by the firm of McComas & Son, comprised of John A. McComas and Paul W. McComas.

Paul Kuhn, a grain dealer of Terre Haute, Ind., recently bought at trustee's sale the property of the American Hominy Company at Terre Haute, Ind. Other property of the firm will be held for a month or so.

The elevator of the old National Elevator Company at Indianapolis, Ind., is now being operated by the Cleveland Grain & Milling Company. The elevator was rebuilt about a year ago; its capacity is 650,000 bushels.

Cohee & Clark have let the contract to the Reliance Construction Company for the new elevator at Kempton, Ind., which will replace the one which burned. The elevator will have a capacity of 60,000 bushels.

Kraus & Apfelbaum of Ft. Wayne, Ind., have taken charge of the Farmers Co-operative Elevator Company of Warsaw, Ind., having effected a three-year lease. The company operates at Ft. Wayne, Bremen, Pierceton, Columbia City and Auburn.

F. O. Foresman Company's interest in the Reagan Elevator, Reagan (r. f. d. Frankfort), Ind., has been bought by the Lake & Reagan Grain Company. The company was recently incorporated by L. E. Lake. M. Lake and C. A. Reagan, capitalized at \$30,000.

The interests of John Porter in the Otto Rettig & Son Company, manufacturers of feed and operators of an elevator at Greenfield, Ind., have been taken over by Oscar Lyman, well known business man there. The mill and elevator property is undergoing exterior and interior remodeling.

ILLINOIS

A new office is being built at Melvin, Ill., for the Melvin Grain Company.

T. F. Grady's elevator at Watkins (Farmer City p. o.), Ill., is being repaired extensively.

Mr. Kessler has leased for a five-year period, the Farmers Elevator Company at Edwards, Ill.

The Dwight Farmers Elevator at Dwight, Ill., is being wrecked and a new elevator will be built.

The Risser Elevator at Ludlow, Ill., has been bought by Frank Yates who has taken possession.

Everett E. Hannan of Gibson City has bought the grain elevator of the Hayward Bros. at Colfax, Ill.

The flour and feed business of Chaote & Co., at Anna, Ill., is now owned by Carl Wiedlocher of Springfield, Ill.

George Walters has succeeded the late Thomas Melton as manager of the Maquon (Ill.) Farmers Elevator Company.

E. J. Klopfenstein has bought the elevator of the Gridley Farmers Elevator Company of Gridley, Ill. He has taken possession.

The elevator and grain business of the Hensley Bros. at Burnside, Ill., has been sold and the business is now operated by the Alexander Lumber Company.

A new office building is to be erected at Danforth, Ill., for the Danforth Farmers Elevator Company.

The approach to the elevator of the Worden Co-operative Elevator Company at Worden, Ill., is being rebuilt.

J. A. Seaver is succeeded as manager of the Reynolds Farmers Co-operative Elevator Company at Reynolds, Ill., by George W. Scheiss.

The Richert Elevator Company's new, 40,000-bushel elevator at Belleville, Ill., is completed and ready to receive grain. It is equipped with modern machinery.

B. W. Cunningham has rented an elevator at Piper City, Ill., and will operate. He was for years manager of the Hinckley Grain Company's elevator at Hinckley, Ill.

The elevators at Ospur (no p. o.) and Craig, Ill., have been bought by E. P. Reed, who has been leasing the West Elevators at Glenavon (mail to Weedman), and Sabina, Ill.

A \$20,000 elevator is to be built at Rugby (mail to Pontiac), Ill., for the Pontiac Farmers Grain Company. It is to be of cribbed construction and equipped with truck dump and automatic scale.

To deal in wheat, rye, barley, coal, etc., the Elvis Weathers Company has been incorporated at New- man, Ill., capitalized at \$20,000. Elvis Weathers, N. Weathers and Harry F. Myers are interested.

The contract has been awarded by the Plainfield Grain Company, Plainfield, Ill., for a reinforced concrete mill building which will be equipped with a Munson Attrition Mill and other up-to-date machinery.

The Girard Elevator Company of Girard, Ill., has plans for a new elevator to be erected on the site of the old house with capacity of 20,000 bushels small grain, 20,000 bushels ear corn storage. The warehouse will be 24x80.

The elevators at Rochester, Breckenridge and Berry, Ill., have been bought from the Berry Breckenridge Farmers Grain Company by the Fernandes Grain Company.

The grain, feed and flour business of P. S. Bronaugh at Auburn, Ill., has been bought by the Farmers Elevator Company. Mr. Bronaugh began in the business in the early 60's and bought the Auburn plant in 1880. He is almost 82 years old.

To build and operate lumber yards, coal yards, grain elevators, etc., the Stockland Farmers Grain & Lumber Company was incorporated at Stockland, Ill. A. T. Sumner, E. C. Sumner, R. S. Lockhart, F. M. Chancellor and J. E. Sumner are interested.

MINNESOTA AND WISCONSIN

Repairs have been made to the elevator of the National Elevator Company at Wheaton, Minn.

A farmers association at Essig, Minn., is interested in the erection of a grain elevator there.

Considerable repairing has been done to the property of P. H. Feeley & Son at Farmington, Minn.

A. M. Hanson is succeeded as manager of the St. James (Minn.) Farmers Grain Company by Peter B. Lee.

The Farmers Co-operative Elevator & Mercantile Company of Waseca, Minn., is again under the management of W. Conway.

Repairs are being made to the Equity Elevator at Mapleton, Minn. The driveway is being enlarged and a dump and scale installed.

Otto Winter has resigned his position as buyer at the Schulte Elevator at Greenwald, Minn., and is succeeded by Edwin Schulte.

C. G. Hooker is sales manager of the Brooks Elevator Company of Minneapolis. He was formerly with the Northern Milling Company of Wausau, Wis.

The Fuhrman Bros. are now operating the business at Bowler, Wis., formerly conducted by John Renk. They are operating the elevator but do not handle any grain.

The capital stock of the Ladish-Stoppenbach Company, grain and feed dealers and operators of an elevator at Jefferson Junction, Wis., has been increased to \$250,000.

The Eagle Roller Mill Company's elevator at Morgan, Minn., is being rebuilt. A Strong-Scott Dump will be installed and motor power used throughout the building.

A new office building and driveway are to be built at Fairfax, Minn., for the Farmers Elevator Company. A new 10-ton scale, with dump, new boot tanks and other repairs will be installed.

F. H. Colby succeeds H. R. Wollin as manager of the Farmers Elevator & Milling Company of Marshall, Minn. He was formerly manager of the Durbin Farmers Elevator Company of Durbin, N. D.

Elevator E of the Chicago, Milwaukee, & St. Paul Railroad at Milwaukee, Wis., which burned on June 17 is to be replaced with a new one. The company had for some time been contemplating the erection of a modern fireproof structure on the site and the destruction of the old plant will hurry the new one. The elevator was built in 1876 and had been rebuilt and enlarged a number of times. The lease on the elevator was held by the Cargill

Grain Company which took over the business of Taylor & Bournique Company a little more than a year ago. Following the fire the Chamber of Commerce declared Elevator E no longer regular.

The W. F. Gadow flour mill and elevator at Barton, Wis., has been incorporated, capitalized at \$10,000, as the Gadow Milling Company. W. F. Gadow and members of his family are the incorporators.

The Farmers Elevator & Supply Company of Canby, Minn., has contracted for general repairs. New legs will be installed, new motor power, silent chain drives and new Strong-Scott Dump on a 10-ton scale.

The elevator of the Farmers Elevator Company at Dudley (Marshall p. o.), Minn., is being remodeled, and new foundations, new legs and power equipment are being installed and other general repairs are being made. A new 10-horsepower engine with 10-ton scale and Winters Dump are also being installed.

SOUTHERN AND SOUTHWESTERN

Solus Huggins is succeeded in the grain business at Porter, Okla., by A. Robinson.

A corn elevator is to be erected, it is said, at Fort Lauderdale, Fla. W. L. Brandon is interested.

Brown, Carter & Peden are operating the G. A. Brown Elevator Company's property at Porter, Okla.

G. H. Carter, J. W. Lockridge and E. Isaacs have incorporated at Marlin, Texas, as the Marlin Grain Company.

The Farmers Elevator Company of Hitchcock, Okla., has been succeeded by the Farmers Grain Company.

Chas. Schneider is succeeded as manager of the Hitchcock Grain Company of Hitchcock, Okla., by J. E. Leweke.

The elevator of the Childress Grain Company at San Saba, Texas, has been bought by B. T. Rich, a grain dealer.

The Texhoma (Okla.) Equity Elevator is now under the management of Dick Gooch, formerly of Texhoma and recently of Hugoton, Kan.

The Hurst Elevator at Claremore, Okla., will be opened under new management this summer. A. T. Challburg and H. L. Challburg will have charge.

The Dixie Mills of Clarksville, Tenn., have decided on the immediate construction of a 30,000-bushel elevator, costing between \$14,000 and \$15,000.

The Kimbell Milling Company, of which W. L. Newsom is secretary-treasurer, has built an elevator at Fort Worth, Texas, and moved its general offices there.

E. C. Downman, E. A. Gehring and Van Turner have incorporated at Houston, Texas, as the E. C. Downman Grain & Hay Company, capitalized at \$50,000.

The Dalhart Elevator Company has been incorporated at Dalhart, Texas, by W. H. Johnson, L. S. Fife and C. E. Mitchell. The firm is capitalized at \$10,000.

The Lindsay Elevator Company, a branch of the Farmers Union of Gainesville, Texas, operating at Lindsay, Texas, is erecting a grain elevator of 10,000 bushels' capacity.

W. B. Johnson has leased the site formerly occupied by the mill and elevator of the Farmers Mill & Elevator Company of Kingfisher, Okla., and will build an elevator there.

Keel & Son of Gainesville, Texas, is to dispense with its elevator department and will devote itself to the handling of grain, flour and feed. J. M. Kemplin is associate manager.

J. R. Carlton and G. M. Daniels have bought the elevator at Walnut Springs, Texas, and are making repairs and additions to it. A new brick or concrete storage house is to be erected at once.

The Zobish Grain Company of Hinton, Okla., has bought the Farmers Elevator at Geary, Okla. The Zobish firm now has two elevators at Geary and country stations at Hinton and Butler.

Capitalized at \$5,000, the Cozart Grain & Commission Company has been incorporated at Amarillo, Texas. C. B. Cozart is president. He was formerly president of the Oklahoma Grain Exchange.

Improvements and remodeling is being done at the elevators at Vinita, Okla., of the Baster Grain Company which was formerly known as the O'Bannon Elevator. J. W. Lonergan, manager, is superintending the work.

J. L. Pate has retired as manager of the Light Grain & Milling Company at Guymon, Okla., and is in the grain and produce business there. He is succeeded by P. S. Suttle, formerly of Sierra Blanca, Texas.

Kent Barber has formed a partnership with R. L. Merrill, formerly of the Mountcastle-Merrill Grain Company of Fort Worth, Texas, and will operate as the Merrill-Barber Grain Company. Mr. Barber was until recently manager of the Burrus

Mill & Elevator Company of Fort Worth, Texas, and resigned his position as such to form the new company.

The Farmers Co-operative Elevator & Supply Company of Salt Springs (Freedom p. o.), Okla., has been incorporated at \$5,000. The incorporators are William Fesser, L. E. Adams and E. Lucas.

Interest in the Ross Carter Grain Company at Houston, Texas, has been bought by the Josey Miller Company of Beaumont. The name of the firm has been changed to the Ross Grain Company.

The new Fort Worth, Texas, elevator of the Fort Worth Elevators Company has been completed and is now ready to receive grain. It will be used exclusively for public elevator storage. Its capacity is 2,000,000 bushels.

Oscar Ewton who a year ago leased his elevator and coal yard at Sayre, Okla., to the Chandler-Chalfant Grain Company, will again operate the house, as the lease to the Chandler-Chalfant Company expired June 1.

WESTERN

A grinder is being installed in the elevator of the Greeley Co-operative Company of Greeley, Colo.

The Kerr, Gifford & Co., Inc., wheat and flour exporters of Portland, Ore., closed their Seattle branch on July 1.

Capitalized at \$1,000,000, the Producers Milling & Elevator Company has been incorporated at Pocatello, Idaho.

The Clovis Mill & Elevator Company of Clovis, N. M., has increased its capital stock from \$25,000 to \$180,000.

The business of E. L. Doran at Yakima, Wash., has been taken over by Carr & Bryan, hay and grain dealers of Toppenish, Wash.

The Pacific Coast Elevator Company is erecting a grain warehouse at Edwall, Wash., replacing the one which burned. It will cost about \$4,000.

Capitalized at \$20,000, the Kellogg Grain Company has been incorporated at Denver, Colo. L. J. Kellogg and C. B. Kellogg are interested in the firm.

Improvements are to be made to the elevator of the Peetz Farmers Co-operative Company of Peetz, Colo., increasing the capacity 20,000 bushels. New equipment will be installed.

The warehouse of the Interior Warehouse Company of Lewiston, Idaho, which has gone out of the grain business, has been leased to the Vollmer, Clearwater Company of Lewiston.

An addition is to be built to the farmers' elevator at Murrietta, Calif., so that the capacity for cleaning Alfalfa seed will be practically doubled. A. K. Small is manager of the elevator.

Extensive improvements are being made to warehouse No. 2 of the Springfield Mill & Elevator Company of Springfield, Ore. An elevator system for unloading bulk grain will be installed.

A grain elevator costing about \$100,000 is to be erected at Los Angeles, Calif., for the Globe Grain & Mill Company. It will include a two-story mill building and two one-story warehouses.

A 200,000-bushel warehouse is being erected at Los Angeles, for the Sunset Milling & Grain Company of Los Angeles, Calif. The Burrell Engineering & Construction Company prepared the plans.

An office has been opened in Modesto, Calif., by J. E. Kirkman and Carl Stanley, grain merchants, in which they will conduct a general business in grain, beans, hay, corn, poultry and stock feeds.

A warehouse costing \$3,500 with machinery costing \$1,500 has been built at Bonners Ferry, Idaho, for R. E. Clapp. It was to be completed July 15. There will be storage room for 35,000 bushels sacked grain.

The elevator of the Benchland Grain Company at Benchland, Mont., is to be operated this coming season. The plant has been operated under lease by the Montana Elevator Company which lease expired June 30.

The grain and feed business which John Fischer conducted at Kirkland, Wash., has been sold by him to the Todd Feed Company. Mr. Fisher retired from business but retains possession of his warehouse property.

The plant of the Glesby Bros. Grain & Milling Company of Monrovia, Calif., is to be enlarged and a one-story concrete building erected. Machinery costing \$10,000 will be installed. The total cost of the plant will be \$40,000.

The holdings of the Southern Pacific Grain Company at San Bernardino, Calif., has been bought by Claypool & Co., of Needles for \$50,000. It is said that investments totaling \$250,000 will be made by the Claypool company at San Bernardino.

A warehouse has been opened at Denver, Colo., by the Bosse-Marshall Grain Company which will act as a selling agency for the Purina feed products. The company plans to merchandise these products within a radius of 25 miles of Denver.

A fireproof warehouse is to be built at El Monte, Calif., for C. C. Stafford who recently incorporated the milling and warehouse end of his business as

the C. C. Stafford Milling & Warehouse Corporation with capital stock of \$50,000. This is operated separately from the C. C. Stafford hay and grain business although both are owned and controlled by Mr. Stafford.

Capitalized at \$5,000, the Kelley Grain Company has been incorporated at Pullman, Wash. A. Eugene Kelley, Ethel Kelley and Howard A. Hughes are interested. Arrangements have been completed whereby seven warehouses of the Kerr, Gifford & Co., have been taken over by Mr. Kelley and Mr. Hughes.

The Croker Grain Company of Kent, Ore., has bought the wheat warehouses at Bourbon and Grass Valley owned by the Sherman Warehouse Company of Grass Valley. This deal will give the Croker interests an elevator for bulk grain at Kent, and sack warehouses for grain at Wilcox, Bourbon and Grass Valley.

OHIO AND MICHIGAN

An elevator at Bailey, Mich., has been leased by G. W. Gould.

Pollock & Heist of Cavette, Ohio, have installed a new elevator bucket belt and resided their elevator with galvanized iron.

Business has been discontinued in the Cissna Elevator at Washington, Ohio, by the McDonald Company, whose lease expired.

The capital stock of the Michelex Elevator & Warehouse Company of Lansing, Mich., has been increased from \$25,000 to \$75,000.

Repairs were made recently to the scales of the East Side Iron Elevator at Toledo, Ohio, during which time it was closed down.

A sheller is to be installed and considerable remodeling done to the elevator of Burt & Son of Melrose, Ohio. A new addition also will be built.

The Equity Elevator at Coldwater, Ohio, was sold at an assignee's sale to a local company, represented in the sale by John W. Long. The consideration was \$14,200.

Burton H. Koons of Westerville, Ohio, and Thomas J. Monahan of Columbus, Ohio, have formed a partnership for shipping grain and hay. Their offices will be located at Columbus, Ohio.

The Tustin Elevator & Lumber Company's elevator at Tustin, Mich., is nearly completed. It stands on the site of the Dighton Grain Company's elevator which burned in December.

Pollock & Bitner of Paulding, Ohio, have just completed re-siding their 60,000-bushel elevator and finished a new hay barn, in addition to giving the elevator a general overhauling.

Christian Breisch & Co. have bought the E. L. Wellman Elevator at Shiloh, Mich. They have also bought the Wellman Elevator at Fenwick operated by the Fenwick Elevator Company.

Nestro Erickson has resigned as manager of the Farmers Milling & Elevator Company of Bessemer, Mich., which position he held since 1918. He will devote his entire time to his farm now.

L. M. Swift is now associated with the Ryon Grain Company of Lansing, Mich., and will have charge of the grain department. He was formerly with the Swift Grain Company of Detroit, Mich.

The Pollock Grain Company of Middlepoint, Ohio, has just finished a general overhauling and re-

modeling of its elevator at Venedocia, Ohio. The company installed two new grain cleaners, one ear corn elevator, a new eight-ton wagon scale, and new car loader, besides re-siding the elevator with galvanized iron.

The elevator of the Alpha Seed & Grain Company at Alpha, Ohio, which burned a short time ago, is to be rebuilt. The new elevator will have a capacity of 20,000 bushels and will probably include a poultry feed plant.

Clyde Latham of Rawson, Ohio, and Oscar Wise of Mt. Blanchard, Ohio, have bought from the receiver the Mt. Cory Farmers Elevator, Mt. Cory, Ohio, for the consideration of \$4,500. They will conduct a general grain business.

The Fostoria Storage & Transfer Elevator Company of Fostoria, Ohio, has bought another Randolph Grain Drying Unit which gives it the largest grain drying capacity in northwestern Ohio. The drier has been installed and will be ready for the new wheat crop.

The Pollock Grain Company expects to have completed by July 15 its new 11,000-bushel elevator at Mermill, Ohio. It is of wood construction and is equipped with a Fairbanks-Morse Oil Engine, Howe Hopper Scale, car loaders, cleaners, and new overhead dumps placed by the Sidney Grain Machinery Company. Mr. Black is manager of the elevator.

CANADA

The Canadian Pacific Elevator located at Leduc, Sask., is being rebuilt.

The Norman-Patterson Elevator Company of Winnipeg, is contemplating the erection of a grain elevator of 1,000,000 bushels' capacity.

On July 31 business operations will be started in the Government Elevator at Port Colborne, Ont., which is being erected by E. G. M. Cape & Co., Ltd., of Montreal.

The Lake of the Woods Company has decided to erect a 40,000-bushel elevator at Rosthern, Sask. The company's 20,000-bushel elevator at that point has been torn down.

To buy and sell grain and other products, the Ft. Wilson Grain & Produce Company, Ltd., has been incorporated at Toronto, Ont. The authorized capital of the firm is \$40,000.

A grain elevator will be built at Prince Rupert, B. C., by the Canadian Government with a capacity of 1,000,000 bushels. It is the terminal of the Canadian National Railways and the shortest route to Japan.

An addition is to be built to the No. 1 elevator of the Harbor Commissioners at Vancouver, B. C., which will take care of another 1,000,000 bushels. Tenders for the construction of the plant have been called for.

The Saskatchewan Co-operative Elevator Company has plans under way, it is said, for the erection of a line of elevators at eight points. If the building program is completed the company will own and operate 430 elevators with capacity of 1,200,000 bushels.

The United Grain Company of Winnipeg will buy 43 of the Manitoba Government's system of elevators and will lease the balance of the Government's holdings of 79. The latter will be leased for three years at a rental value of 8 per cent of the last appraised valuation in 1922.

FIRES—CASUALTIES

Buffalo, N. Y.—Fire damaged the elevator of the Globe Elevator Company.

Hartford, Kan.—On June 7 fire damaged the elevator of Carpenter & West.

Fairfax, Man.—Fire destroyed the plant of the Canadian Elevator Company.

Herbert, Sask.—Fire destroyed the house of the Central Grain Elevator Company.

Luray, Kan.—The plant of the Farmers Elevator Company burned on June 18.

Winfred, S. D.—Fire on June 11 destroyed the Olson No. 4 elevator not long ago.

Bulwark, Ark.—The Northern Star Elevator Company's house was destroyed by fire.

Lark, N. D.—During a windstorm the grain elevator here was blown down June 14.

Mohall, N. D.—Fire of unknown origin on June 6 damaged the Carl N. Nelson Elevator.

Advance, Ind.—Fire destroyed the storage house of Cunningham & Bratton, feed dealers.

Fromberg, Mont.—Fire of unknown origin destroyed the Occident Elevator on June 4.

Irma, Alta.—Fire on June 30 destroyed the Northern Grain Company's elevator with 15,000 bushels

of grain. The elevator will be rebuilt before the fall crop comes in.

Des Moines, Iowa.—With a loss of \$10,000 the plant of the Sargent Seed Company burned.

Alvaton, Ky.—Fire of unknown origin destroyed the plant of Mollie H. Larmon on June 18.

Corpus Christi, Texas.—A loss of \$30,000 by fire was sustained by the Taylor Grain Company.

Des Moines, Iowa.—Fire destroyed, with a loss of \$5,000, the Traupel Walker hay and feed plant.

Indianapolis, Ind.—On June 15 fire damaged to the extent of \$2,000, the grain elevator of John F. Wild.

Taber, Alta.—The Ogilvie Elevator with 6,000 bushels wheat and 2,500 bushels rye was destroyed by fire.

Ryder, N. D.—With approximately 10,000 bushels grain, the Farmers Equity Elevator burned on June 7.

Renville, Minn.—The elevator of the Renville Farmers Elevator Company was damaged slightly by fire.

Vandalia, Mont.—Fire destroyed the St. Anthony & Dakota Elevator Company's elevator on June 24. The origin of the fire is unknown. Two car-

loads of grain were in the building when the plant burned. Work will be commenced immediately on a new building.

Mitchell, S. D.—On June 14 during a storm the elevator of Andrew H. Betts was completely destroyed.

Indianapolis, Ind.—Fire damaged to the extent of \$2,000, the grain elevator owned by John F. Wild, a banker.

Lawrenceburg, Tenn.—Fire damaged, with loss of \$5,000, the property of the Remke Seed & Grain Company.

Ossian, Ind.—Lightning struck the elevator of the Melching Grain Company causing a total loss on June 25.

Edwall, Wash.—The plant of the Seattle Grain Company was damaged to the extent of \$3,000 on June 14.

Askeaton, Wis.—On June 11 the roof of the elevator owned by the A. G. Wells Company was damaged by fire.

Golva, N. D.—Fire destroyed the Dakota Western Farmers Elevator Company's elevator and 3,000 bushels grain.

Covington, Tenn.—The grain and feed store of the McBride Bros. was destroyed by fire with a loss of \$3,000.

Parker, S. D.—With a loss of \$6,500 the elevator of the Independent Elevator Company was destroyed by fire.

Pasco, Wash.—Fire damaged on June 1 the plant of the Pasco Grain & Milling Company. The origin of the fire is unknown.

Marysville, Kan.—The building and machinery of the Marysville Mill & Elevator Company burned with a loss of \$100,000.

Frankfort, Ind.—Fire destroyed the C. B. Wallace Elevator on June 14. The loss amounted to \$50,000, partly covered by insurance.

Shubert, Neb.—A cyclone partially destroyed the elevator here belonging to the R. A. Heacock Company, millers of Fall City, Neb.

Ulysses, Neb.—Fire on June 2 destroyed the elevator of the Farmers Grain & Supply Company. The cause of the fire is unknown.

Alpha, Ohio.—Fire destroyed the elevator and warehouse of the Alpha Seed & Grain Company on June 6. The building was entirely consumed together with contents of grain, crushed feeds and machinery.

Milwaukee, Wis.—Fire on June 17 destroyed the elevator "E" operated by the Cargill Grain Com-

pany with a loss of \$1,000,000. Four persons were hurt during the fire. Defective wiring is said to have caused the fire. The elevator will be rebuilt.

Carrollton, Mo.—Lightning struck the elevator owned by R. V. Senard Grain Company on June 15 and caused considerable damage.

Texola, Okla.—Fire of unknown origin in the American Milling Company's elevator on June 13 caused an estimated loss of \$5,000.

Newton, Iowa.—Denniston & Partridge Company had a fire loss on June 12 which was caused by lightning. The damage was small.

Butler, S. D.—Fire destroyed the Empire Elevator and 27 tons of coal and about 1,400 bushels rye and 500 bushels wheat and 300 barrels flour.

Campbell, Neb.—Fire damaged to the extent of \$18,000 the elevator property of the Gund & Sears of Lincoln. The insurance amounted to \$10,000.

Calder, Sask.—The elevator of the Bawlf Grain Company was destroyed by fire on June 9. The elevator contained some grain which was salvaged.

Lyons, N. Y.—As a result of lightning on June 20 a small loss was sustained on one of the motors at the elevator of Vandever & Coleman, Inc.

Yutan, Neb.—Lightning which struck the office of the Farmers Union Co-operative Association, resulted in a fire which caused a small loss on June 22.

East St. Louis, Ill.—Fire destroyed the grain shed of Samuel Weissman Seed Company. The loss amounted to \$45,000 on the seed company's property.

Walla Walla, Wash.—Fire destroyed the McKay warehouse, owned by the Waitsburg Farmers Union, with 24,000 bushels wheat. The loss amounted to \$30,000.

Los Angeles, Calif.—Fire damaged one of the storage warehouses of the Western Hay & Grain Company with 2,000 tons of hay. The loss is partly covered by insurance.

Odessa, Wash.—The warehouse of the Pacific Coast Elevator Company and 20,000 bushels wheat and barley burned. Fire was of unknown origin. The warehouse will be rebuilt.

Mound City, Mo.—Fire destroyed the elevator and mill owned by O. W. Long. The total loss, including \$1,000 worth of grain, amounted to \$25,000. The insurance amounted to \$9,000.

Mervin, Sask.—Fire on June 13 destroyed the 50,000-bushel elevator and annex of the British-American Elevator Company, Ltd., of Winnipeg and 20,000 bushels grain, most of which was wheat. The loss amounted to \$50,000.

States route. He also explained when questioned that his road has gone further and the winter rate to Buffalo was generally less than to Georgian Bay ports.

EXPORTS OF WHEAT COMPARED TO CANADA

Reports from Vancouver show that 5,729,325 bushels of wheat were loaded in deep sea vessels from that port in May, or exports of more than 50 per cent more wheat in that period than from the whole of the United States. While Canadian wheat seems to be superseding the American product in Europe, the latter is still more than holding its own in China and Japan. In the nine months ending with April there were 8,234,000 bushels of wheat shipped from the United States to China, as compared with 6,198,877 from Canada, and to Japan, 8,988,000, as compared with 5,529,000 from Canada. While American wheat exports have fallen off, flour exports have increased.

DISCUSS HALIFAX AS A GRAIN PORT

In connection with estimates for the building of an elevator in Halifax there has been discussion in the Canadian Parliament of the advisability of hauling grain to Halifax for export. It was objected to by Progressive members as a waste of money, the contention being that Halifax could never become a grain port because the haul was too long. Sir Henry Thornton said in an official letter that having regard to the long rail haul to St. John and Halifax, it was doubtful if there was any profit to the railway company in hauling grain to either port, but it was required by steamers at both ports partly as ballast and partly as cargo and, consequently, elevators at both ports would seem to be justified.

RELIEF ON COTTONSEED CAKE RATES

The Commission has condemned as unreasonable the present adjustment, on the combination basis of rates on cottonseed cake and meal in carloads, from Texas points to points in Eastern Trunk Line and New England territories, intermediate to New York, Boston and other eastern basing points, and prescribing rates for the intermediate points no higher than the charges to the basing points with which they were usually grouped for rates on other commodities.

The complainant in this case is a manufacturer of mixed feeds, the Larowe Milling Company; and in this ruling on No. 12905, the Commission said that the existing rates were, are, and for the future would be unreasonable to the extent that they exceeded the contemporaneous joint rates from Texas to the eastern basing points. The differences involved will run into quite a sum as in some cases these rates were eight cents in excess of the proper figure per hundred weight.

GRAIN RATES INVESTIGATION

The Interstate Commerce Commission has continued its comprehensive investigation of rates on grain and grain products, and a number of prominent men were heard by the full membership of the Commission. The proceedings involve No. 14,393, Public Utilities Commission of Kansas vs. Atchison, Topeka & Santa Fe, et al., and No. 15,263.

Among those who have appeared are W. R. Scott of the Kansas City Board of Trade, C. T. Vandenberg of the South Minnesota Mills, W. T. Dickinson, A. B. Enoch, F. B. Townsend, and others for western carriers, and J. C. Jeffrey for the National Federation of Millers.

In opening, Mr. McCollister, representing the eastern railroads, said that his group could not afford any reduction on ex-lake grain rates and that a 10 per cent reduction would cost them \$1,000,000 in lost revenue. He also stated that rates were now lower than provided in General Order No. 28 and no shipper in that part of the country had appeared to ask a reduction.

GRAIN RATE SITUATION

One definite report regarding an impending reduction of rates on grain and grain products from the Northwest to the Atlantic Seaboard, is that a cut in wheat to 35.5 cents and on coarse grain to 34 cents is in contemplation. There was a conference in New York shortly ago, and some who are in close touch with the Commission are under the impression that the conference had no results, because they have not been advised of any action having been taken.

The situation in the United States is complicated by the Canadian Government having brought grain rates back to the pre-war level. In 1921 American railroads made reductions in an effort to keep wheat from seeking the seaboard via Canadian channels, but the Canadian rates were cut below the new American rates.

It is thought probable that the railroads, opposed to any further reductions, believe it would be well for all concerned to wait and see what the Commission does with the formal docket case, commonly known as the Kansas wheat case because one of the cases was originated by the formal complaint of the Kansas Utilities Commission and conducted by Chairman Reed of that body.

TRANSPORTATION

RULING ON PREJUDICIAL GRAIN RATES

The Commission has found rates on grain and grain products from Illinois and western territory points to Helena not unreasonable. It found rates on like products maintained or participated in by the Missouri Pacific over its west side route from points in Kansas, Nebraska, Iowa, and Missouri except St. Louis, to Helena, unduly prejudicial to Helena, and unduly preferential of Memphis, Tenn. Reparation was denied. Certain special relief was granted to the C. R. I. & P. under the fourth section in specified instances.

The ruling is covered in a report by Commissioner Cox, on No. 14159, Helena Traffic Bureau, et al vs. Missouri Pacific, et al.

CHANGE IN MINNESOTA GRAIN RATES

The filing by the Minneapolis & St. Louis of its I. C. C. B-592 and a supplement has raised the old question of rates on grain and grain products from Minnesota and the near Northwest via Lake Michigan ports to the East. The present filing of the schedule establishes the same rates via Lake Michigan ports, in connection with the Great Lakes Transit Corporation, as are in effect via Lake Superior ports and that lake carrier on grain and grain products from Minneapolis and Minnesota Transfer, with milling in transit at southern Minnesota mills, effective June 23. The Great Lakes Transit Corporation has protested against the tariff, with a request for suspension.

PROPOSED RICE SCALE OF RATES

A mileage scale to be used in making rates on clean rice, as the only solution for an inconsistent rate adjustment, has been recommended by Examiner John T. Money in No. 13954. He said the Commission should find unreasonable and unduly prejudicial, rates on clean rice, in carloads, from points in Arkansas, Louisiana and Texas to destinations in Oklahoma, deny reparation because he was proposing a general revision which would

cause both increases and reductions, and grant such fourth section relief as to allow circuitous routes to meet short line competition.

The complaint alleged that rates on rice, from points in the three states mentioned and from Memphis to destinations in Oklahoma, were unreasonable and, as compared with the rates from the same territories of origin, to Kansas City, Joplin, Springfield and St. Louis, Mo., Omaha, Fort Smith, and other points in Arkansas, and Texas, were unduly prejudicial and unduly preferential of intrastate traffic in Arkansas and Texas. The complainants are Oklahoma dealers.

RATE FOR EXPORTING CANADIAN GRAIN

The Canadian National has come in for considerable criticism at the hands of the Royal Grain Inquiry Commission. The examination of J. B. Dalrymple, vice-president in charge of traffic for the railroad, was the occasion of a good deal of comment, and it appears that more than half the grain which is exported from Canada goes via the Buffalo-New York route.

The Commission has suggested that the Canadian National make a through rate and have the Government make some concession in compensation. They urged that the best way to help get the country settled was by making freight rates that would get grain and other farm products to market cheaper.

It was pointed out in the proceedings that rates are the same in the winter on both the Canadian and American routes, but the water route establishes a difference in the summer. After taking all features into consideration, the logical conclusion appears to be that unless a lower rate is established by the Canadian National the American lines will continue to have a heavy share of the traffic. The Royal Grain Inquiry Commission is strongly urging the all-Canadian route and trying to secure reduced rates.

Mr. Dalrymple has stated that a half cent reduction from the Georgian Bay ports to Montreal has been put in effect to keep grain from the United

HAY, STRAW AND FEED

A POLICY OF CHEERFULNESS

BY B. S. BROWN

The men's clothing factory of Thomas Nash at Cincinnati isn't the only place where the Golden Rule pays dividends as a business policy. It pays in the grain business as well as in the clothing manufacturing business—and, specifically, in a case in point, with the Miller-McConnel Grain Company, manufacturers of poultry and dairy feeds, Kansas City.

This Golden Rule has much broader application, as one finds when he sees it applied, than avoiding acts and conduct that harm others. It is a positive thing, this rule. It requires that one actually do the things that one wishes others to do to him—to act towards others as one wants others to act towards him. And this goes for words, and manners, and feelings, it applies to attitudes, and tones of voice, as well as to actions that might affect the welfare of others. So, when it becomes a policy in an institution, the whole atmosphere of the place becomes pleasant to work in. The working and business conditions for each employee are such as the employer would consider satisfactory if he were the worker; and the language and treatment, even to the personal interest, are actuated by good will.

Goodwill is a good word to use, too; and it expresses perhaps the sort of atmosphere that comes from the use of the Golden Rule. It is goodwill of each towards the others, for the production wherefrom each profits most ultimately for himself.

Just what per cent dividends the Golden Rule pays to the Kansas City, Kansas, mill can't, of course, be estimated. The facts are thus: in the three and a half years since the organization of the Miller-McConnel Grain Company, a very small grain dealing business has grown into a moderate sized feed manufacturing concern, which sends out into the Southeast and Middle West trading territories a recognized brand of grain products, the Nutrena feeds. In this time three manufacturing units, for poultry feed, dairy feed and molasses, have been installed. These units, by the way, were planned by and installed under the personal direction of the president, R. V. Miller. The business of the company in the first six months of this year was more than in the entire first year of organization.

Of course the policy of personal friendliness between the hiring and the hired sides of the business, as well as in all the dealings of the company, is not the entire secret of this growth. Business sagacity comes in for its share. But friendliness has been a factor, and a big one. Since the establishment of the mill not a single labor difficulty has arisen.

Yet this is not the story of a new scheme of employer-employee relationship. It is not a Wellsian idea of furnishing the workers tiled club rooms in which to while away the noon hour. Nor is it a plan to give the faithful Swedish sacker a seat at the director's table. Nor is it even profit sharing.

In fact Mr. Miller, who lays down the operating policy of the plant, emphatically disclaims any sentimental motives in the conduct of the business. "We're not altruists," he says. Mr. Miller is a plain, practical, American business man, admittedly "out after the cash." He has simply found this out: That the maximum efficiency in his plant can be obtained where friendliness between all elements of the business is consciously cultivated. The matter is more than the "big boss" being kindly disposed towards the impersonally conceived force of workers. It is being actually a friend. It is making friendliness and cheerfulness a policy. It is not just a pet hobby of the president; it is the method of the superintendent.

Admittedly, there are certain characteristics of the Miller-McConnel plant that make such a policy of personal relationship between operator and workman comparatively an easy matter. The organization is small. In the winter months about 50 employees are on the payroll. The average daily output of the plant is 125 tons. Yet there are enough mills and grain companies of this size which have not emphasized the friendship policy to make it deserving of a hearing, if no more than from the viewpoint of business methods. And quite a few big companies exist which have not specifically written into their policies, Friendship.

Another thing must be admitted. That is that friendliness and cheerfulness are only natural with Mr. Miller. He is one of those rather large, broad-faced, good-natured men.

There are some definite details to this friendship policy. It is not all beautiful generalization. Personal acquaintance with the majority of the men in his employ is fundamental with the method of Mr. Miller. He knows where his men live and

somewhat of their home relations. A visitor going through the plant with Mr. Miller is at once impressed with the way he greets the men by their first names and sometimes chats with them. The superintendent can tell a story of a pleasant meal with hot biscuits and the "boss" featuring.

The office door is always open to an employee with a grievance. Likewise all employees know that they are welcome into the office whenever they wish a conference concerning their work. The president has time for them.

It is also understood that the policy of the firm is to extend a hand in little cases of personal exigency. The Saturday pay check may be delivered on Wednesday if there is a special need for it. The employees know that in case of sickness the company will not forget them.

The atmosphere of the plant must be cheerful and friendly. Therefore tolerance is the essential attitude of worker and overseer. Here a page is taken from the record of the family. For where several individuals join forces for mutual benefit some personal freedom must be sacrificed and the personalities of other people must be submitted to. Things run smoothly, like a well-oiled machine, in the Miller-McConnel mill. No such unpleasant, grating noises as swearing, scolding, snarling mar the operation. The men go about their work in a good-natured, helpful spirit. The method of the management is to encourage rather than to drive. Much of Mr. Miller's time must be spent in the office, naturally, but the superintendent sees to it that his way of doing things, the friendly way, is the way of the manufacturing plant.

On the other side, the side of the employees, they too have an active part in the policy. They are expected to do their work in good spirit. They are expected to do a good day's work. A friendly boss is not an excuse for lying down on the job.

The proof of the pudding lies in the eating. What results can be attributed wholly or largely to the policy of friendship? First of all, money is saved. The labor turnover, except for the unavoidable seasonal labor changes, is not an item on the cost accounts. About 70 per cent of the men now with the firm have been with it since its establishment, three and a half years ago. Moreover, not a single accident of a serious nature has marred the progress of the Miller-McConnel company. For steady, experienced men are efficient men. As a result of this record the liability rates on the company have been twice reduced.

The policy, undoubtedly, is followed by greater than ordinary efficiency on the part of the workmen, and thus it makes money for the firm. Every employer knows that the best worker is the bappy man. The employees have an active interest in the firm and are ready to lend a hand in its progress. The little problems of operation in the plant receive the personal attention of the men, without the orders of the superintendent. Over-time work is no problem. The men do it with no complaints.

So well does the policy of friendliness, friendliness that goes beyond that merely required by decency and business practice to the friendliness of the Golden Rule, work in the mill room that this company applies it to all departments of the business. It could not logically do otherwise.

In modern business, with competition crowding on all sides, the company must do more than play fair if it wishes to get the business. The psychology of friendship wins many orders. Moreover the complexity of the business relations of today requires a large amount of faith. Friendship and faith go hand in hand. So thinks the Miller-McConnel Grain Company. And so they act with the people they buy from, with the people they sell to, and with the people they employ.

FEED HIGHER IN NEW YORK

BY C. K. TRAFTON

Abruptly early in the month a radical change occurred in the feed market, dullness and heaviness being succeeded by fair activity and buoyancy. This was particularly true of wheat feeds, which was by no means surprising, as the rising trend was largely started or led by the spectacular advance in wheat, although, of course, the far greater strength in corn also contributed to the upturn. During the period under review wheat futures advanced approximately 15 cents a bushel while cash corn and July deliveries advanced about 22 cents.

Broadly speaking, the rapid rise in wheat had a more potent and lasting influence partly because it was due to the growth and spread of bullish sentiment, not only in this country, but in nearly all the leading markets of the world.

In view of the facts described, it must be ad-

mitted that the advance in feed prices was somewhat disappointing, but particularly, of course, to millers and distributors who felt that a greater rise was in order because of the lighter receipts of wheat, the material decrease in the visible supply, and the unwillingness of farmers to sell except at much higher figures. As a matter of fact millers were dissatisfied with the action of the market because they could not obtain sufficient for their flour to show a profit in keeping with the high cost of choice wheat, therefore they could not increase their output. Still, it was not surprising that it was difficult to establish noteworthy advances in feed in the face of the remarkably good weather for pasturage. Under the circumstances, it was of course difficult to induce distributors or consumers to make appreciably higher bids, although it is true there was a fair demand for middlings which naturally are generally in better demand than bran at this season, and therefore middlings advanced to a premium over bran as almost invariably the case at about this time.

Naturally, trade in corn products has been almost at a standstill because of the meager stocks and the rapid advance in prices, as a result of the scarcity of corn. Of course, business has been slow in linseed and cottonseed meal as it invariably is at this season, but as stocks are light prices were strongly supported. There has been only a quiet trade in beet-pulp as supplies were offered sparingly. Toward the close there was a firmer feeling over the whole list, but especially in wheat feeds, as it was the consensus that demand would improve as consumption would probably increase because of the scarcity and high cost of corn resulting from the exceedingly poor official crop report, which suggested a total appreciably smaller than domestic requirements.

FEDERAL GRADES FOR ALFALFA

Investigations are being conducted by the United States Department of Agriculture relative to establishing Federal grades for Alfalfa.

Experiment stations have been securing all data obtainable on the relative weight and feeding value of leaves and stems relative feeding value of different cuttings at various stages of maturity losses incurred in curing and the results of feeding experiment with sweated and stack burned Alfalfa.

ALFALFA IN MINNESOTA

Minnesota farmers are in increasingly large numbers coming to realize the worth of Alfalfa and this legume in some counties has been planted to from 3,000 to 5,000 acres.

A corresponding increase has been made in Sweet Clover. This is planted largely for pasturage and is grown largely in the southwest, west central and northwestern regions. Many counties now grow enough Sweet Clover to export some seed. Roseau County in 1923 shipped out 16 carloads of Sweet Clover seed.

RELATIVE VALUES OF FORAGE CROPS

Feed dealers are frequently asked concerning the relative feeding values of various grasses. The following table gives the digestible nutrients in various forage grasses as compared with Timothy.

| Feeding Stuff | Total dry matter in 100 lbs. Protein hydrates | Digestible nutrients in 100 lbs. Fat | | | |
|-------------------------------------|---|--------------------------------------|--------|-----|-------|
| | | Crude | Carbo- | Fat | Total |
| Timothy, early to full bloom..... | 87.2 | 3.6 | 44.7 | 1.2 | 51.0 |
| Bluegrass, Kentucky, all analyses.. | 86.8 | 4.7 | 43.5 | 1.5 | 51.6 |
| Bluestem grasses | 93.1 | 2.4 | 44.6 | 0.8 | 48.8 |
| Buffalo grass | 93.0 | 3.8 | 43.9 | 0.8 | 49.5 |
| Prairie hay, western..... | 93.5 | 4.0 | 41.4 | 1.1 | 47.9 |
| Red Top, all analyses..... | 90.2 | 4.6 | 45.9 | 1.2 | 53.2 |

HAY AND STRAW CASE DISMISSED

An order of dismissal has been entered in No. 14972, Toberman, Mackey & Co. vs. Terminal Railroad Association of St. Louis, et al., mimeographed, on a finding that the defendant's charges for local movements of hay and straw, between St. Louis on the one hand and East St. Louis and adjacent points on the other, are not unreasonable or unduly prejudicial. The shipments in question moved between June, 1920, and April, 1923. A minimum charge of \$12 was assessed. The Commission found that the minimum charge was not or is not unreasonable or unduly prejudicial. Commissioner Campbell dissented, but did not write his views.

KANSAS HELD UP AS AN EXAMPLE

Several weeks ago M. C. Mohler, secretary of the State Board of Agriculture, called a conference at his office between the representatives of the manufacturers of cottonseed cake and meal and the officials of the Control Division of the Board. At this conference various matters which had been in controversy between the cottonseed men and the state authorities were talked over, explained, and ironed out so that an arrangement was reached whereby the cottonseed men report the analysis of all of their cake and meal coming into Kansas to the state authorities and make prompt refund in cases where the material is not up to guaranty. Reports of this conference and its results were made to a meeting of state and Government Control Officials and to a meeting of the Cotton Seed Crush-

ers Association. One of the Government officials remarked that he thought Kansas had "put one over" on the other states and would get all of the best cake and meal unless the other states fell in line with a similar arrangement and a letter just received stating how the report was received by the cotton seed men says: "Your state is held up as an example to others." It will be interesting to watch the actual working of this arrangement to see whether the quality of the cake and meal shipped into Kansas is really improved or not.

TIMOTHY FIRM

The Graham & Martin Grain Company of St. Louis, Mo., under date of July 8, says:

"The Timothy hay market is very firm on the better grades. The fact is that there is no desirable hay on the market and it is impossible to quote accurately what it will bring. The situation promises a strong and higher market on the better grades of Timothy, but the lower grades are not doing as well, although they are showing some improvement, as the trade being unable to supply themselves with the better grades are buying of the lower grades freely.

"Light Clover mixed hay firm on good light Clover mixed. The lower grades are quiet."

IMPORTANT LOUISIANA RULING

Louisiana is attempting to raise the standard of the feeds shipped into that state and has passed a ruling for this purpose. Feed manufacturers shipping into that state will be interested in it. The ruling as issued by Harry D. Wilson, commissioner of agriculture of Louisiana is as follows:

"At the present there are many low grade feeds of very little value being placed on the market in Louisiana, and this is to advise that after August 31, 1924, we shall not accept for registration a dairy feed that contains less than 15 per cent protein and 3 per cent fat, nor a mixed feed of any kind that contains less than 9 per cent protein and 2 per cent fat.

"We are sending out the ruling at this time to give all interested parties ample time to prepare themselves, and desire to ask the fullest co-operation from all manufacturers, dealers, etc."

FEEDSTUFFS IN INDIANA

In 1923, 389,971 tons of commercial feeds were purchased in Indiana, having an estimated retail value of \$18,026,682. It may be stated that 38 per cent of this feed was grown in Indiana and 62 per cent shipped in from other states. The State Chemist caused to be collected during the year some 3,683 samples of commercial feeds. Of these 817 were simply evidence samples, being mostly from shipments previously analyzed and were subjected to microscopic analysis only. The remaining 2,848 samples were analyzed and the analyses compared with the guarantee of the manufacturers. Individual reports of analysis were made to the manufacturer, dealer and farmer as soon as completed. The year's inspection work showed that 82 per cent of the samples were up to or better than the guarantee of the manufacturer. Of the 677 samples found incorrectly guaranteed, 331 would be classed as obviously deficient and not in compliance with the feed law.

URGES FEEDING OF SCREENINGS TO LIVESTOCK

The wheat screenings wasted in the Spring wheat states last year could have been fed to more than 3,500,000 lambs and returned to the farmers by way of increased weight of the lambs more than \$8,500,000, the United States Department of Agriculture declares in urging farmers to separate screenings from the wheat on the farm and feed it to livestock.

Nearly 12,000,000 bushels of screenings were produced last year by Spring wheat growers in North Dakota, South Dakota, Minnesota, and Montana. The cost of threshing this dockage was over \$675,000 and the freight cost of hauling it to market was more than \$800,000. The growers received nothing for the dockage, and in fact the presence of the dockage in the wheat often meant lower grain prices.

Screenings can be cleaned out of wheat and rye at the time of threshing or at the farm granaries at a cost of 2 to 3 cents a bushel. Cleaning the grain will often raise the grain one or more grades and cleaner seed wheat will result in higher yields per acre. Spring wheat farmers who cleaned their market wheat on the farm last year gained over 5 cents a bushel as a result of cleaning. Screenings may be turned to valuable account by feeding them to livestock. More livestock will mean better balanced farming and the conservation of soil fertility.

The following general points in feeding screenings are emphasized by the Department: Always grind screenings before feeding to prevent spread of weed seeds; for sheep, feed good wheat screenings with Clover or Alfalfa hay, and they will be worth as much as good wheat; for hogs, two parts of heavy screenings, ground and mixed with one part corn is an excellent feed. The palatability is increased by cooking, which makes grinding un-

necessary as cooking kills the weed seeds; for cattle, feed a good grain of re-cleaned screenings with good quality legume hay, or with silage and some protein meal; for poultry, screenings may be fed in the scratch mixture or with the mash.

Since it is difficult to grind the small, hard-coated seeds to destroy their ability to grow, they should be separated by re-cleaning the screenings over a screen with perforations 1/14 of an inch in diameter. The re-cleaned screenings may then be ground by an ordinary grinder. Dockage and grain-cleaning methods, together with practices recommended in feeding screenings to livestock have been published in a mimeograph pamphlet entitled "Screenings as Feed for Livestock," copies of which may be obtained upon request to the United States Department of Agriculture, Washington, D. C.

NEW FEED BRANDS

"FULL-O-PEP" poultry feeds of all kinds. The Quaker Oats Company, Chicago, Ill. Filed May 2, 1924. Serial No. 196,477. Published June 17, 1924.

"PURITY" wheat flour, Graham flour, cornmeal and feed. Brinkley M. Renick, doing business as



Paris Milling Company, Paris, Ky. Filed May 8, 1924. Serial No. 196,761. Published June 24, 1924.

"MINERALS" prepared mineral feed for animals. Shores Mueller Company, Cedar Rapids, Iowa. Filed March 31, 1924. Serial No. 194,738. Published June 24, 1924.

Trademarks Registered

185,163. Horse feed and dairy feed. Security Mills, Knoxville, Tenn. Filed February 13, 1924. Serial No. 192,222. Published April 1, 1924. Registered June 10, 1924.

185,740. Mixed feed, cottonseed meal, cottonseed cake and cottonseed hulls. The Otis Gin & Warehouse Company, Carlsbad, and Loving, N. M. Filed February 29, 1924. Serial No. 193,063. Published April 15, 1924. Registered June 24, 1924.

SUDAN GRASS EXCELLENT FOR PASTURE ON DRY LANDS

Sudan grass fills an important place on dry land farms as an abundant late summer and early fall pasture, suitable for cattle, horses, hogs or sheep. Because of its rapid growth, it provides an enormous amount of feed per acre, records showing that an acre will feed from one to two or even more mature cattle for the same.

To use as a pasture crop, Sudan may be drilled or broadcasted using from 10 to 15 pounds of seed per acre. As soon as this is well rooted and from 6 to 8 inches tall turn stock in and keep it fairly well eaten back.

Pastures are essential in livestock work and Sudan grass furnishes a temporary pasture that is of great value on dry land farms.

As Sudan grass is a sorghum it is well not to pasture immediately after a frost or a hot drying wind that would stunt its growth.—Waldo Kidder, Extension Agronomist, Colorado Agricultural College.

NEW YORK HAY MARKET BADLY UNSETTLED

BY C. K. TRAFTON

Practically no member of the hay trade was surprised by the continued irregularity and unsettlement as such conditions almost invariably prevail at this season. There is bound to be confusion and absence of positive clear cut form at this stage, or during the transition from the old to the new crop basis.

At the beginning of the month there was a comparatively firm feeling respecting good to choice grades of Timothy and light Mixed Clover in large bales. It has long been the custom for distributors and consumers to carry fair stocks of such grades at this time, or just before the new crop has been harvested, or has begun to move to market. Doubtless such an attitude is primarily based upon the advisability to have available at least a moderate quantity of strictly prime qualities during the period in which new hay is becoming thoroughly dry or merchantable.

Because of this fact holders of superior grades of both Timothy and light Clover Mixed were able to support prices firmly, particularly as receipts of superior descriptions were comparatively light, but on the other hand, there were fairly abundant arrivals of common or inferior grade—including Canadian—largely by river, or canal boats. It was noted that a large percentage of this hay was too poor to meet favor among buyers. Indeed virtually all of them were wholly disinterested and in practically every instance they refused to make anything like reasonable bids. Naturally almost all receivers again found themselves in a predicament

as they found it extremely difficult, if not impossible, to get rid of the so-called trash, for not more than enough to pay transportation and other charges. This naturally created much dissatisfaction and friction.

In some quarters the opinion obtained that this predicament was in a measure aggravated by the abundant available supply of mill feed at comparatively low cost. Many dealers or consumers were led to substitute mill feed for hay because of its so-called cheapness.

Later in the month the sluggishness and conspicuous dullness was partly attributed to the growing belief that new hay would soon begin to arrive and consequently it was the general assumption that prices would decline to a lower plane. This belief was to a great extent founded on the highly favorable reports received, anent the bright outlook for an abundant crop of both Timothy and Clover. This opinion was of course based largely upon the copious rains in the principal hay producing states west of the Mississippi River. These opinions were largely confirmed by many reports received from those in attendance at the hay convention held at Cedar Point, Ohio.

During the late trading many receivers and distributors manifested more confidence as they felt that prices for strictly choice descriptions were about low enough as they believe that consumption would become larger, because of the remarkably high prices current for corn, as a result of the decidedly short crop—2,515,000,000 bushels—which was in their opinion roughly 500,000,000 less than requirements.

Just before the close there was greater firmness and especially in choice grade of Timothy and light Clover Mixed, which was partly ascribed to the disappointing official crop report which showed a lower condition than anticipated while the yield per acre was smaller than expected. In short, the total of same was placed at only 90,100,000 tons or about the same as last year, whereas many had expected materially more.

THE HAY SITUATION AT KANSAS CITY

BY B. S. BROWN

Miss Fitzgerald of the Fitzgerald Hay Company reports that mostly all the hay which arrived the week of July 7 was of the new crop. The receipts were not heavy a total of 41 cars on the market on July 8. Seventeen of these were Prairie, 18 were Alfalfa, and 6 were Timothy.

New Prairie hay sold from \$8.50 to \$11 and the nominal quotations were Number 1, \$11 to \$12; Number 2, \$9.50 to \$10.50; and Number 3, \$6.50 to \$9.

New Alfalfa was in active demand and sales ranged all the way from \$9 to \$20 per ton. The market closed with the quotations unchanged. The new crop of choice Alfalfa was \$19 to \$21. Number 1, \$17 to \$18.50; Standard, \$14.50 to \$16.50; Number 2, \$10.50 to \$14, and Number 3, \$7 to \$10.

The new tame hay arrived in fairly good condition and sold readily on the market from \$13 to \$16. Nominal quotations on the new crop were Number 1, Timothy, \$16 to \$17; Standard, \$14.50 to \$15.50; Number 2, \$13 to \$14 and Number 3, \$11 to \$12.50.

With favorable weather conditions it is expected that the new hay will be moving quite freely to the market within the next 10 days from this territory which includes Missouri, Kansas and Colorado.

A feed business has been opened at Marshall, Ark., by Albert Horton.

A feed establishment has been opened at Martinsville, Ind., by O. V. Crews.

The Red Top Feed Store at Owosso, Mich., has been bought by J. A. Kilpatrick.

A warehouse, 44x132, has been leased at Des Moines, Iowa, by the Iowa Feed Company.

The Tilton & Smiley feed business at Aurora, Ind., has been bought by George Niemeyer & Sons.

The feed mill of O. H. Huntley at Sheffield, Ill., has been remodeled. L. G. Cooper is manager.

A new motor and feed grinder is being installed in the elevator of A. Schleintz at Brookville, Ohio.

A new building has been erected by D. E. Kerr for his feed and flour business at Hutchinson, Minn.

A warehouse costing \$4,500 is to be built at Riverside, Calif., for the Dairymen Feed & Supply Company.

The Tanner Supply Company of Crosby, Minn., has changed its name to the Range Flour & Feed Company.

W. H. McKeown has sold his feed and coal business of the Pike Mills at Griggsville, Ill., to Charles J. Bickerdike.

Gehman & Barr of Canton, Ohio, have gone out of the hay business entirely and are devoting their entire attention to the real estate business. Mr. Gehman was a member of the National Hay Association for 22 years.

A new feed mixing plant and elevator are being erected for the W. J. Lawther Mills of Dallas, Texas. The contract is in the hands of the Jones-

Hettelsater Construction Company. The elevator will be of concrete and feed mixing plant of frame construction.

To handle millfeed, etc., the Lombard Feed Company, Inc., has been formed at Boston, Mass., capitalized at \$5,000.

The feed business of Reynolds, Jeffers & Blaylock at Ozark, Ark., has been bought by R. S. Jeffers and James Anderson.

The feed and seed business of C. M. Phillips at Springdale, Ark., has been sold to Hugh Boatright of Huntsville, Ark.

The feed business of W. B. Dane at Snyder, Texas, has been closed out by him. The stock was bought by Jones & Herm.

A 24-inch Munson ball bearing attrition mill fitted with two 20-horsepower motors has been installed by J. A. Te Strake of Muscatine, Iowa.

Another building for storage purposes is being built by E. Davis, proprietor of the San Gabriel Feed & Fuel Company of San Gabriel, Calif.

The feed, flour and produce business of Chas. F. Vanasek, at New Prague, Minn., has been sold to Peter F. Valek who took possession June 10.

A 24-inch Munson Ball Bearing Mill has been installed by the Farmers Elevator & Exchange of Wapello, Iowa. It is driven by steam power.

The plant of the Kornfalfa Feed Milling Company of Kansas City, Mo., has passed into the hands of Victor Speas through the foreclosure of a first mortgage note.

Articles of incorporation have been filed by the Mott Haven Feed Company, Inc., to engage in the poultry feed supply business at Bronx, N. Y. Capital stock is \$15,000.

The interest of Mr. Key in Key & Nichols at Seymour, Texas, has been bought by J. J. Nichols, his partner, who has also bought out W. D. Coufal in the Seymour Feed Store.

The Stockgrowers Mill & Feed Company of Salt Lake City, Utah, has increased its capital stock from \$250,000 to \$325,000. The firm name was also changed to Stockgrowers, Inc.

The Reliance Feed Company of Minneapolis, Minn., formerly known as the Newsome Feed Company, is now located in the 316 Corn Exchange Building. J. R. Stuart is manager.

Frank W. Barr has bought the brokerage business of J. S. Denyven & Co., handling millfeeds,

fruits, produce, etc., at Memphis, Tenn. Mr. Barr managed the property for the late Mrs. Denyven after the death of her husband.

Capitalized at \$10,000, the Royster Feed & Produce Company has been incorporated at Henderson, N. C. H. T. Shanks, Maude Shanks, Joseph S. Royster and Lella Royster are interested.

John E. Murray, Inc., hay dealers at New York City, was dissolved on July 1. Louis D. Ryan will succeed to the business and will operate as Louis D. Ryan, successor to John E. Murray.

A feed department has been added to the grain business of Frank J. Delaney of Chicago, Ill., in charge of J. M. Whiteside. Screenings, corn, salvage grain and other feed products will be handled.

A new addition has been completed by the Benson Market of Benson, Minn., of which V. Richards is manager, to be used for feed grinding purposes. A ball bearing attrition mill has been installed.

The power in the feed milling plant of Moore & Gilchrist at Bonaparte, Iowa, has been changed from gasoline to electric. At the same time they installed a 24-inch Munson ball bearing mill equipped with two 20-horsepower motors.

The Bauer Bros. Company of Springfield, Ohio, recently sold Ball Bearing Attrition Mills to the following companies: Newell & Dodson, Keithsburg, Ill., a 22-inch motor driven mill; Sanford & Zartman Lumber Company, McConnell, Ill., 26-inch motor driven mill and Bauer Ear Corn Crusher; Roselle Mill & Lumber Company, Roselle, Ill., 24-inch motor driven mill; Sanford & Zartman Lumber Company, Winnipeg, Ill., Bauer Ear Corn Crusher; Sims Co-operative Grain Company, Sims, Ind., 19-inch motor driven attrition mill; Kentucky Chemical Manufacturing Company, Covington, Ky., 24-inch motor driven attrition mill; Rapier Sugar Feed Company, Owensboro, Ky., 24-inch motor driven mill; George W. Maxson, Coldwater, Mich., 22-inch attrition mill, belt drive, ball bearing reverse drive countershaft; Thos. Wilson's Sons, Marlette, Mich., 24-inch motor driven mill; King Midas Milling Company, Hastings, Minn., 19-inch attrition mill belt drive; Winchester Milling Company, Canal Winchester, Ohio, Combination Ear Corn Crusher and Grinder; Celina Milling Company, Celina, Ohio, 20-inch single revolving disc mill, belt drive; Eureka Milling Company, Hicksville, Ohio, 24-inch motor driven attrition mill; J. A. Adams, Mercer, Pa., 22-inch motor driven attrition mill.

3,442,900 pounds for the year ending June 30, 1922. Recent imports are fairly heavy, 383,200 pounds being permitted entry during April and 203,700 pounds the first half of May. France and Hungary shared equally in supplying about 90 per cent of this quantity, with 10 per cent coming from Austria.

NEW CANADIAN REGULATIONS

New import regulations have been issued under the Canadian Seeds Act of 1923 requiring that samples of seeds intended for seeding purposes in Canada must be forwarded by collectors of customs to a Canadian Government seed laboratory for examination before shipments may be entered, unless specifically exempted from this requirement. The following seeds come under these requirements: Clovers, grasses, seed grain, fodder seeds, flax, rape, field roots, and garden vegetable seeds.

PURE SEED IN CANADA

Education among Alberta, Canada, farmers in the value of using pure seed grain has progressed to such a degree that practically 50,000 bushels of pure seed will be handled this year by the Department of Agriculture at Edmonton. Last year only 16,000 bushels of seed were handled by this department. Applications were received this year from registered seed growers for more than 140,000 bushels to be handled through the plant. There are now over 600 registered seed growers in the province.

PEDIGREED SEEDS PAY

The Wisconsin College of Agriculture at Madison has issued a bulletin on the value of planting pedigreed seeds. A very comprehensive study has been made by the authors of the bulletin, Prof. R. A. Moore and H. W. Albertz, of the process of developing and results of using pedigreed seeds, and the bulletin will be valuable to both seed dealers and seed buyers.

Seedsmen interested may secure a copy by writing the Extension Department, College of Agriculture, Madison, Wis., for Circular 170, entitled "Pedigreed Crops Pay."

PEDIGREED SEEDS NAMED

Wisconsin has chosen a name for her pedigreed seeds. Hereafter they are to be known as "Elite" according to a ruling by the Wisconsin Agricultural Experiment Association, which has developed some high-grade corn, field peas, soybeans, and small grains. Two other grades of pedigreed seeds have been decided upon by the association. Registered seed is the highest grade seed produced by members of the association, and must trace back to "Elite" by registration. The good grades of the pedigreed or purebred varieties are to be known as "Certified," according to E. D. Holden, assistant secretary of the experiment association. Alfalfa may be certified at a later date.

AIDING MARKETING OF PEDIGREE SEEDS

The most important consideration after producing outstanding varieties of pedigree seeds is to take measures to assure wide distribution. Unless this is done, the preliminary experimental work is of no avail. In order to promote the effective marketing of seed the Wisconsin Experiment Association has for a long while been rendering a special service.

It is furnishing its members with shipping tags, envelopes, letterheads, and trademarked bags for their products. It has also set up special marketing booths at the various shows and exhibitions, and seeds were shown in bulk lots and offered for sale. The association has clearly indicated its belief that it is just as important that the experimental results find their way into actual use as it is that they be actually developed.

DCES HARDNESS UNFIT A SEED FOR DUTY?*

BY DR. DAVID SCHMIDT

Hardness of seeds has been a recognized economic factor in seed trade in Europe and America for more than half a century. It was the early belief that this hardness of the seed coat was a development in nature as a means of assuring the perpetuation of the plant. But with the practical development of agriculture this so-called scheme of Mother Nature has been to some extent a hindrance rather than an aid, and the study of its cause, economic importance and remedies has been widely undertaken.

Hard seeds are the result of a condition of the seed coat which prevents the entrance of water, thereby delaying germination. Both European and American investigators found that soaking the seeds in sulphuric acid or perforating the seed coat mechanically made it possible for water to enter. The reason for this seems to be quite clear from studies made of the structure of seed coats.

Hard-walled seeds do not differ much from other

*Excerpt from an address delivered before the American Seed Trade Association at Chicago, July 18-20.

FIELD SEEDS

NEW CLOVER BULLETIN

U. S. Farmers Bulletin 1365, entitled "Clover Failure," has just been issued by the Division of Publications, U. S. Department of Agriculture, Washington, D. C., from which a free copy may be had upon application.

SEED TESTING RULES

"Rules for Seed Testing," as they have been approved to date by the Association of Official Seed Analysts of North America, have been reprinted in the form of Circular 73 of the New York State Agricultural Experiment Station for free distribution. Copies of this bulletin may be obtained by writing to the station at Geneva, N. Y.

NEW YORK SEEDS COMMITTEE

The recently elected officers and Board of Managers of the New York Produce Exchange have appointed the following Seeds Committee to serve during the ensuing year: William Jacot, Chairman, Marshall H. Duryea, Ernst Wehncke, O. W. F. Randolph.

NEW OFFICERS OF IOWA ASSOCIATION

At the twenty-fifth annual convention of the Iowa Seed Dealers Association held June 13 at Des Moines, Iowa, the following officers were elected: President, H. H. McVeigh, Oskaloosa, Iowa; L. G. Wertz, vice-president; A. M. Eldridge, secretary; J. T. Hofer, treasurer.

NEW SEED BULLETIN IN INDIANA

A bulletin, No. 276, entitled "Inspection of Agricultural Seeds," has been issued by the Purdue University Agricultural Experiment Station.

This bulletin gives the analysis of 900 samples collected by the seed laboratory during the year 1923. Each official sample collected is listed separately, giving the name and address of the retailer offering the seed for sale, the name and address of the distributor, the percentage of purity, the percentage of inert matter, the percentage of germination, percentage of "hard" seeds, total number of weed seeds per pound and the number of noxious weed seeds per pound. All misbranded samples

are indicated. Approximately 150 samples were misbranded. A copy of this bulletin may be obtained by writing to the Agricultural Experiment Station, Purdue University, LaFayette, Ind.

WINNIPEG LABORATORY ON CERTIFIED LIST

According to an announcement of M. T. Munn, president of the Association of Official Seed Analysts of North America, the Winnipeg Seed Testing Laboratory has been placed on the preliminary list of certified seed laboratories of the Association. Frank Foulds is chief seed analyst at the Winnipeg laboratory.

SOUTHERN SEEDSMEN MEET

Southern seedsmen gathered at Atlanta, Ga., on June 12-14 for the annual convention of the Southern Seedsmen's Association, and all voted it to be the finest in the Association's history.

The election of officers resulted as follows: President, John Ross of Memphis, Tenn.; first vice-president, L. P. Cohen, of Huntsville, Tenn.; second vice-president, Charles E. Hill of Nashville, Tenn.; secretary-treasurer, Frank S. Love, Montgomery, Ala.; assistant secretary, A. W. Tibbitts, Chicago.

CRIMSON CLOVER SEED SHORT

Just before time for harvesting the 1924 crop of Crimson Clover seed, it was estimated that the crop would be considerably less than last year. Winter killing was severe in Tennessee and the crop was only fair in general.

Production in 1923 was estimated at 400,000 pounds. Estimates for this year vary from 200,000 pounds to 300,000 pounds, which is about 5 per cent of our average annual requirements. There was some old crop seed carried over by growers in the Tennessee producing section. Heavy imports since the close of the sowing season last fall indicate that stocks in dealers' hands also are fairly large.

Imports of Crimson Clover seed for the 10½ months ending May 15, 1924, were 7,480,800 pounds compared with 2,148,300 pounds for the same period ending May 15, 1923. During the year ending June 30, 1923, the imports were 2,262,200 pounds and

seeds in the general form and arrangement of the outer seed coats. Their greater hardness is due usually to the greater development of one or more of the seed coat layers which are normally present. Of the several layers forming the seed coat, the two outer ones are of the greatest interest to us. The very outside layer, relatively thin, is a material of varying composition and no definite structure. The second layer, rather thick, is made up of a single layer of long, narrow cells placed closely against one another with the outer ends projecting into the outside layer. Due to this fence-like appearance under the microscope it is called the palisade layer.

Practically all hard seeds are alive and capable of germination if scarified and subjected to conditions favorable to germination.

Does hardness unfit a seed for duty? is still an important question and a source of contention among farmers and seedsmen. The Hard Seed Fellowship is the seedsmen's endeavor to answer this question. Though established only last December, the investigation is now progressing rapidly at Madison, Wis., at Yonkers, N. Y., and at several experiment stations.

PROFIT REALIZED ON KANSAS SEED

Last year in southwestern Kansas the wheat crop was a complete failure and it was extremely difficult for the growers to secure seed for planting. It was then that a fund was started by members of the boards of trade of Kansas City, Wichita, Hutchinson and Chicago and many bankers, millers, implement manufacturers, etc. to buy seed for the farmers. More than \$138,000 was collected \$45,000 in excess of that actually needed.

Now those who financed the farmers in their distress seem assured a handsome profit, for from the 72,000 bushels of seed purchased has come a crop whose returns will aggregate \$230,000. One-fifth of the crop in which they are interested will go to the individuals or institutions financing the plan. Those in charge of the pool are making a special effort to organize the growers to whom seed was furnished and to arrange for the collection of the subscribers' part of the crop.

THE "SAVING" IN CHEAP SEEDS

Some farmers believe that a few dollars gained in the initial cost of a bushel of seed is that much money in their pockets. But a recent investigation proves otherwise and speaks for itself that cheap seeds are in the long run a most expensive luxury. A farmer bought Alfalfa seed for \$9 a bushel; he knew a better seed could be had for \$12, but he thought he would save the \$3. A sample of the seed was tested for its purity and germination, and it was found that the handful of seed used in making the test contained 26 different kinds of weed seeds and five different kinds of other crop seeds. The weed seeds included dodder, foxtail, buck-horn and crab grass, besides 22 other kinds of injurious weeds. It was also found that of the Alfalfa seed planted only 64.5 per cent of it would germinate. The test of standard high-grade Alfalfa shows a minimum germination of 85 per cent, and the sample herein described tested 64.5 per cent germination. According to this test the true value of the seed would be only 54.82 per cent, to say nothing of the loss and expense incurred on account of pernicious weed seeds. On account of the low germination of 54.82 per cent, the Alfalfa seed actually cost \$16.42 a bushel instead of \$9 that was paid for each bushel purchased at the rate of \$9.

IN BETWEEN SEASON LULL AT KANSAS CITY

BY B. S. BROWN

The rather cold damp weather which prevailed early this spring retarded somewhat the growth of corn and some crops of like nature, but in general the crops throughout the Middle West have been unusually good this year, especially in eastern Kansas and western Missouri. The wheat crop has been almost phenomenal and the harvest indicates that the production will be even greater than was expected. The various seed houses of the city all report a very good spring with quite heavy planting.

The between-season lull in business is rather evident at present, with trade chiefly centered in sidelines of the business such as boxes and baskets, and a rather active business in cane, late sudan grass, turnip seed, beans and cucumbers for fall planting, kafir corn, and millet.

The berry crop has been remarkably good throughout this part of the country and the resultant sales of berry boxes have made a very prosperous sideline for the seed houses.

During this quiet period in the seed business preparations are being made by the various dealers for a heavy fall trade in Alfalfa and perennial flower seeds and bulbs. Prospects indicate an active fall trade to follow the very good seed business this spring.

The dampness of the season was responsible for many bugs and different insects, and consequently the insecticide business was heavy.

A remarkable business in sweet and field corn

was reported by the Harnden Seed Company. This house sold practically triple the amount of corn that it did last year. These sales are attributed to the floods and heavy rains which washed out the early plantings in many sections of the country and necessitated reseeded. The corn crop is generally quite backward and in some districts the fields are reported to be so washed out that it has been practically impossible for the farmers to get in to cultivate the corn. The greater part of the corn crop, however, is reported to be growing rapidly and it promises to overcome its early setback and prove highly successful.

The T. Lee Adams Company has been specializing in the basket business during this rather quiet period in seed sales. They have been doing very well with a line of market baskets suitable for retailing tomatoes and such vegetables.

A sustained demand for early seed corn has been noted by the Midwest Seed Company. Calls are still coming in for corn, even now when it is growing constantly more difficult to fill them. Little action is noticed in flower seeds at present, but soy beans are going quite well.

WHOLESALE GRASS SEED MEN MEET

Much truly constructive work was done at the annual meeting of the Wholesale Grass Seed Dealers Association held at the Drake Hotel, Chicago, Ill., on June 16 and 17. The discussions which followed the giving of reports and addresses showed a healthy condition in the grass seed trade and the



PRESIDENT F. W. KELLOGG

attendance showed that the grass seed men are convinced of the value of conventions.

The following code of ethics was adopted by the convention:

"The Wholesale Grass Seed Dealers' Association, an organization of merchants engaged in the wholesale trading in grass, clover and other field seeds in the United States and Canada, hereby establishes for itself and its members the following duties and obligations, which may be said to constitute a code of ethics:

"First—Obedience to the law of the land and in particular to the laws regulating the sale of seeds.

"Second—The dedication of the technical and practical knowledge and services of the association and of its members to the improvement of agriculture and horticulture.

"Third—In all sales and contracts of sale and advertisements, the members of the association shall practice entire good faith, shall give full and truthful representations of the quality and description of seeds sold or offered for sale, shall scrupulously observe every contractual obligation, and in their trade relations shall studiously avoid the use of terms or expressions that are false or misleading.

"Fourth—To competitors in business, the members, their agents and employees, shall act fairly and honorably, which may be defined as the practice of the Golden Rule of 'doing unto others as ye would have them do unto you.'

"This association pledges itself to take every possible means within the powers granted by its constitution and by-laws to enforce the pronouncements set forth in this code of ethics."

All of the officers were re-elected for another term: President, F. W. Kellogg, Milwaukee; vice-president, E. F. Crossland, Toronto; secretary-treasurer, Clarence K. Jones.

TRADE QUIET IN NEW YORK SEED MARKET

BY C. K. TRAFTON

As usually the case at this season, there has been no general animation in the local market for seeds. This was traceable mainly to continued decidedly unfavorable weather. It was too dry in the west much of the time, while there was excessive rainfall in the east. As a consequence the ultimate users of seeds were under no necessity to make their customary purchases, and this in turn reacted on the interior distributors who, being unable

to move seeds in the customary volume, were naturally unwilling to add to their stocks. Later in the month the weather as a rule was more satisfactory and in some quarters better business was reported. However, there was no general activity, many large distributors still complaining of dullness. In their judgment interior dealers were not inclined to make speculative purchases at current prices in anticipation of prospective demand later on. Nevertheless, a somewhat better feeling is in evidence and the tone of the market is firm in the main as stocks in the majority of cases are light and shippers of foreign varieties as a rule show no disposition to shade prices in order to stimulate business among buyers here. Hence local quotations for many varieties are the same as noted a month ago; the only exceptions being White Clover, which is two to three cents lower, and Alfalfa and Crimson Clover, which are a half cent lower.

Red Clover was in better demand and with stocks light holders remained firm at 19½ to 20½ cents throughout the month. A number of small to moderate-sized "fill-in" orders came in early in the month from New York and other eastern states which were found to be somewhat difficult to execute. Later distributors in the Middle West showed some disposition to anticipate summer demand, but little business resulted as their views were generally a cent or more too low, usually about 17½ to 18 cents. Arrivals were only 125 bags, against 740 in May.

Crimson Clover was more or less neglected early in the month, buyers showing little interest, but at the same time importers were not eager to make sales ahead against prospective arrivals from France as the foreign situation was firm and there was some doubt as to the quantity which could arrive here in time for interior distribution. It was feared that because of irregular sailings arrivals would be delayed so that it would probably be the middle of August at least before noteworthy quantities would be released by Government inspectors. At the same time, stocks remained light and holders were firm at 8@8½ cents. Later about 1,250 bags arrived from France and Trieste and distributors became more disposed to sell against these and other lots, some of which had been bought at 6¼@6½ cents c. i. f. Hence the spot basis was shaded about a half-cent, resulting in a fair movement of 1923 seed, mainly to the South. There was some talk of farmers showing more preference for Hairy Vetch. French advices alluded to a prospective small crop because of larger areas planted to other crops and stated that farmers regarded prices as too low and were not eager to sell. Early in the month offers were reported at 7 cents c. i. f., but later shippers asked 7¼ cents for July-August and 7 cents for August-September. The latter was too far off to be attractive, but some business was done for July-August at 7¼ cents.

White Clover was dull on the spot and holders reduced their basis to 42@45 cents or 2 to 3 cents lower than a month ago. On the other hand, a better demand was reported for shipment from Germany and Czechoslovakia, fair sales being made at 32½ cents c. i. f. for fancy and 35 cents for choice. In some quarters this was regarded as an indication that interior dealers found supplies smaller than they had expected. Arrivals were only 80 bags, against 191 in May.

Alfalfa was firm at 20@21 cents early in the month as stocks and arrivals were small and a fair demand developed. Later the basis was shaded a half-cent, partly because of larger arrivals, including about 1,550 bags from Italy, which had been bought on a much lower basis than current in other producing countries; some of it at 13 cents c. i. f. On the decline a better demand appeared from the Middle West, suggesting that the domestic crop would be short or late. A general disposition to await the outcome of the domestic crop checked buying of foreign seed for forward shipment. Early in the month small sales were reported of Argentine seed at 15¼@15½ c. i. f. Later shippers asked 15¼@16 cents for choice seed, but accepted slightly lower bids, and seed of less desirable quality was available at 15 cents. Fair interest developed late in the month with small sales for July-August shipment at 15@15¾ c. i. f. according to quality. Arrivals were 4,510 bags, against 3,580 in May.

Rye Grass has been quiet on spot and nominally unchanged at 11¼ to 12¼ cents, buyers showing slightly more interest because of the high prices ruling for Bluegrass. For the same reason, and also because of cheaper offerings from abroad, more interest was shown in seed for forward shipment, sales being made early in the month on a basis of 8.65 cents c. i. f. for Perennial and 8.50 cents c. i. f. for Italian. Later shippers became more anxious to sell, doubtless because of the approach of the new crop, and further sales were made on a basis of 8 cents c. i. f. for Perennial. Arrivals were 825 bags, against 200 in May, but the bulk was promptly shipped to the West.

Argentine red corn was in fair demand early in the month and the spot market was firm at 2.50@2.60 cents. Later there were fair arrivals, with

more in sight, and the basis was lowered to 2.45 cents. The market for shipment was irregular. Early in the month small sales were made at 1.90 cents to 2 cents c. i. f. An advance to 2.05 cents checked business, but a subsequent reduction to 1.90@2 cents resulted in additional fair sales. Still later shippers again advanced to 1.95@2.10 cents, but business continued fair.

Toward the end of the month arrivals were larger and with demand slow more spot Argentine seed became available at 5¾ cents. Argentine shippers were generally firm. Early in the month small lots were secured at 6½@6¼ cents c. i. f., but some holders asked up to 6½ cents, claiming that they had made sales to the Pacific Coast at 6.40@6.50 cents. When the local spot basis declined, buyers would not pay the prices asked by shippers and some of the latter refused to offer. Small sales of Morocco seed were reported at 6@6½ cents c. i. f. for prompt shipment at 5¾@6 cents for July, and 5½@5¾ cents for July-August and August shipments. Late in the month shippers were offering new crop seed more freely. Small sales of Spanish seed were reported at 5½@5¼ c. i. f. Dutch shippers offered new crop seed, in some cases guaranteed free of must, for October-November shipment at 4¾ cents c. i. f., but buyers showed little interest. Arrivals were 2,780 bags against 7,050 in May.

SEED TESTS IN OKLAHOMA

The Agronomy Department of the Oklahoma Agricultural College at Stillwater, Okla., is making tests this year to determine which grain fields are entitled to certificate of inspection showing that the seed is pure and free from disease.

There has existed in the past a pure seed growers' association which had for its purpose the distribution of the best seeds to farmers over the state, but there has never been an inspection made of the different sources of the seeds until this year. Inspections are made of the fields during the growth of the plant and again at harvest time.

INFORMATION ON SEEDS

There is no seedsman who at some time or another is not confronted with vexing questions concerning the growing, grading, handling, etc., of seeds. The United States Department of Agriculture has recently issued a bulletin known as Statistical Bulletin No. 2, which is designed to help the seedsman answer questions like these.

Some other valuable information contained in the statistical tables is: Prices received by growers; central market prices; prices asked by wholesale dealers and jobbers; retail prices; prices paid by farmers for seeds they buy and information on imports and exports of seeds. There is also considerable data on acreage, yield per acre and total production of vegetable seeds, together with standard germination and purity tests.

Copies of the bulletin may be obtained free while the supply lasts by writing to the United States Department of Agriculture, Washington, D. C.

THE A. S. T. A. MEETS

Members of the American Seed Trade Association appreciate the value of a convention with its discussion and its addresses and realize the reputation which Chicago has always maintained as a convention city, so they flocked to Chicago on June 18, 19 and 20 for their forty-second annual convention, which met at the Drake Hotel in that city. And they were fully justified for doing so. The program included addresses which were full of valuable information for the progressive seed dealer and the entertainment offered the delegates, including a trip to see the Sox play Washington and the banquet Thursday night, for the time not spent in the convention was of the best.

Considerable discussion followed each of the reports and addresses and plans were made for the preparation of a system of uniform cost accounting by a company of auditors which will be presented to the meeting next year when it will be available for installation by individual members of the association.

The following officers were elected: President, L. W. Wheeler, Gilroy, Calif.; vice-president, E. D. Funk, Bloomington, Ill.; second vice-president, Col. W. H. Bruce, Toronto, Can.; secretary-treasurer, C. E. Kendle, Cleveland; assistant secretary, Chas. Boyles, Chicago; counsel, Curtis Nye Smith.

ROUGH VS. SMOOTH SEEDS

There has been considerable disagreement among farmers, seed dealers and agriculturists relative to the merits of rough and smooth seed. Some judges in seed exhibitions have awarded prizes to rough seeded corn, others to those having smooth kernels.

L. E. Willoughby, of the Kansas State Extension Service, and W. H. Metzger, County Agent of Shawnee County, Kan., recently made extensive tests which showed very clearly that plants grown from smooth seed generally have a better stand than those from rough samples.

This would tend to confirm the view that rough seed corn is rough because it is not thoroughly ma-

tured, and the immature kernels, carrying a higher percentage of water at harvest time, are more subject to freezing injury and consequent lowering of vitality during the winter season.

There were no outstanding differences as to vigor in the different plots. In two instances a slight advantage seemed to be apparent for the smooth type but later observations must be made to confirm this belief. In the variety tests Pride of Saline has given better stands, generally speaking, than some of the other varieties. Shawnee White is also showing up well. Calico has good vigor but the stands are hardly as good as some of the other varieties.

MILWAUKEE MARKET HOLDING UP

BY C. O. SKINROOD

The seed trade of Milwaukee for June, according to the figures compiled by the secretary of the Milwaukee Chamber of Commerce, showed considerable activity from the standpoint of shipments, both in Clover seed and in Timothy seed.

Clover seed is the leader with shipments for the past month of 691,000 pounds as compared with shipments of 653,000 pounds for the corresponding month of last year. Timothy seed shipments were 782,000 pounds as compared with shipments of 984,000 pounds for the same month of last year.

Receipts of seeds for June at Milwaukee were very light as is expected at this time of the year. The receipts of Clover seed were only 1,155 pounds as compared with receipts of 7,710 pounds or the corresponding month a year ago. Receipts of Timothy seed for the past month were 150,000 pounds as compared with receipts of 93,000 pounds for the same month a year ago.

Flax trade in Milwaukee is lacking in important changes, the receipts being 5,720 bushels against receipts in June a year ago of 10,080 bushels. Shipments of flax seed for the past month have been 1,233 bushels as compared with shipments of 134,579 bushels for the same month of last year.

There is great variety of opinion in Wisconsin as to the real condition of the Clover crop. Green Bay district reports that Clover and Timothy were badly stunted by the cold weather early in the season, but it has recovered to a large extent since.

Other sections of the state, especially the southern counties of Wisconsin, report the cool, wet spring has meant a fine stand of Clover and Timothy and that the hay crop will be very large. This promises well for Clover as a seed crop later in the season.

Alfalfa prospects in Wisconsin are reported as exceptionally good in almost all sections of the state. The area was increased by 40 per cent over 1923 with a total of about 217,000 acres compared with 155,000 acres a year ago. The excellent returns from Alfalfa this year will mean another heavy increase in acreage next year, and consequently a heavy increase in the call for Alfalfa seed.

A few farmers are also planning to raise Alfalfa as seed this year. This has been a small industry in the state, but with the demands for Alfalfa seed growing by leaps and bounds, it is certain that fair percentage of the farmers will try to supply that demand by raising seeds.

Widespread reports from various sections of Wisconsin indicate that most farmers who sowed Alfalfa also limed their soil this season. The Department of Agriculture at Madison declares that at least 75 per cent of the soils of the state need this kind of treatment and in most sections this is con-

sidered a necessary preliminary to the successful growth of this crop.

In Green County, Wisconsin, a cotton like, white cocoons appeared in many fields of Alfalfa. This greatly alarmed the farmers for fear some new pest was out to attack the crop. Prof. L. F. Graber of the Wisconsin College of Agriculture says that there is nothing to fear as these cocoons are believed beneficial to Alfalfa fields. Mr. Graber says this may be the insect which combats the army worms which are prevalent in some section of Wisconsin.

Upper Michigan reports great damage to the Clover crop in many instances. Iron Mountain says that under the most favorable conditions the Clover crop will be at least 25 per cent under normal. Farmers are praying for warm weather and rain, so that the conditions may be remedied to some extent late in the season.

The official report of the seed market by the Chamber of Commerce says that the seed market is largely unchanged in the last 30 days. The market is considered firm although trade has been in the usual waiting mood between seasons. Prices are given at \$17 to \$19 for the fancy Red Clover, \$12 to \$15 for the country lots of seeds, and a range of \$9 to \$11 for the dirty seed. Alsike is quoted from \$10 to \$14 and White Clover from \$25 to \$40. No. 1 Northwestern flax ranges from \$2.35 to \$2.50. There is a wide range in the Timothy market according to this report with poor to fair at \$5 to \$6, good to choice at \$6.75 to \$7 and the fancy grades at \$7 to \$7.25.

The Courteen Seed Company says the feature of the Clover growth in Wisconsin to date this season is the rank development of the fields due to the heavy rains which will mean a very large hay crop. The belief is that if the rest of the season is dry and favorable, there will be an excellent crop of Clover seeds. However, the Courteen company says that it is quite illogical to expect that the weather conditions which have been so abnormal the first half of the year, should turn to normal the last half of the season.

The Alfalfa crop in Wisconsin is also reported as very favorable but the farmers of the state are said to be largely interested in getting two or three crops of hay and do not care to produce Alfalfa seed, so that Wisconsin is considered negligible for the time being in the output of Alfalfa seed, although the business may grow as the Alfalfa area of the state is radically increased, as it will probably be in the course of time.

The Courteen company says that Arizona and New Mexico harvest their Alfalfa seed in August, the first in the country, but as these states are so far south, the seed is not well adapted for use in Wisconsin.

The demand for domestic and foreign seed is reported as active for this season of the year.

The Courteen company declares that the pessimistic reports received from Iowa and Minnesota concerning the short growth of Timothy are taken with a grain of salt. In fact diverse opinions are being received from the Timothy belt of those states. But it is confidently believed that the Timothy output will be found good as the late rains in the west are believed to have improved the fields greatly.

The North American Seed Company says crop conditions are so backward this year that no reliable information is available as yet on seed prospects. As a rule the outlook is clear by the middle

The Mangelsdorf Seed Co.

Sweet Clover, Alfalfa,
Soudan Grass, Millet, Rape.

ATCHISON

KANSAS

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BUYERS—SELLERS, FIELD SEEDS

ED. F. MANGELSDORF & BRO.

Wholesale Field Seeds

First and Victor Sts., St. Louis, Mo.

of July or earlier, the company says but this year is an exception with all crops several weeks late.

The L. Teweles Seed Company also states that the backward season has made news on seed yield prospect very slow. Officials of the company assert they have no reports as yet which would throw much light on seed production for 1924.

A large warehouse is to be built at Filer, Idaho, for the Everett B. Clark Seed Company.

Facilities for cleaning field seeds are being installed by the Heid Bros., Inc., of El Paso, Texas.

Coal, feeds, and other lines, are to be handled by E. J. Klingensmith Seed Company of Indianapolis at Augusta, Ind.

Two cleaners have been bought by the John H. Allan Seed Company of Sheboygan, Wis., for their branches at Ashton and Rigby, Idaho.

C. N. Nunn, C. F. Lynde and J. F. Darby have incorporated as Nunn's Pedigreed Seed & Stock Farm at Porter, Okla., capitalized at \$15,000.

The property of the Grand Junction Seed Company of Grand Junction, Colo., which they have occupied for many years has been bought by them.

A seed brokerage business is to be opened in Chicago by George P. Perkins who for 18 years was with the Illinois Commission Company of Chicago.

A large seed warehouse and elevator are being erected at Nashville, Tenn., for McKay, Reece & Co., one of the oldest and best known seed jobbers in Tennessee.

The interest of E. A. Wright in the Weslaco Seed Company of Weslaco, Texas, has been bought by C. H. Marshall. This firm is now building a new brick store.

The interest of D. F. Reichard in the Morris & Snow Seed Company at Los Angeles, Calif., has been sold by him. He has been associated with the firm since 1908.

A new additional warehouse is to be built for Johnson's Seed Store of Oconomowoc, Wis. The structure will be of reinforced concrete construction and will cost \$10,000.

The Olney Seed & Feed Company of Olney, Ill., and the Flora Seed & Milling Company of Flora, Ill., have been consolidated. The plant at Flora has been closed. Linton Vice will be manager of

the company. H. D. Hays is president; George E. Hays, vice-president; Owen T. Watts, secretary-treasurer.

Capitalized at \$200,000, the Sherwood Seed Company has been incorporated at San Francisco, Calif. C. F. Voorhies, Henry Voorhies and Fred L. Dreher are interested.

The business of Frank H. Vice & Co., at Olney, Ill., has been bought by the Olney Seed & Feed Company of Olney. The services of Frank H. Vice, Sr., have been retained.

A three-story addition is to be erected at the warehouse of the Aabling Seed Farms, Inc., of Mt. Vernon, Wash. New cleaning machinery gives it cleaning capacity of 20,000 pounds seed per day.

Collins Seed Store of Marietta, Ga., has been bought by T. P. Garrison, formerly with the Everett Seed Company at Atlanta, Ga. The name of the Store will be changed to the Garrison Seed Co.

The seed and feed business at Goshen, Ind., which has not been in operation for two years, is being conducted by the Dembufsky Seed Company. The company handles a full line of field and lawn seeds and a number of poultry foods.

The Ferguson Seed Farms, Inc., were granted a charter by the State of Texas, capitalized at \$30,000, at Sherman, Texas. The firm is a reorganization of the old Ferguson Seed Farms and a consolidation of the J. A. Hughes Grain Company, the Farmers Gin Company and the Ferguson Seed Farms Company.

A wholesale seed business and five elevators are to be conducted by Louis Wolf and Chester J. Nathan of Fort Wayne, Ind., under the name of the

(Continued on page 64)

WANTED TO BUY FOR SALE

Pulleys, 1,000; all sizes, solid cast iron, wood and steel split. Elevator belts and buckets and supplies. STANDARD MILL SUPPLY COMPANY, 501 Waldheim Building, Kansas City, Mo.

WILL SELL SINGLY OR IN ONE LOT

Four Invincible Barley and Oat Separators, double apron indentation type, about 100 bushels per hour capacity each. GEORGE J. MEYER MALT & GRAIN CORPORATION, 1314 Niagara St., Buffalo, N. Y.

OIL ENGINES FOR SALE

60-horsepower Fairbanks-Morse.
50-horsepower Otto.
25-horsepower Fairbanks-Morse.
50 other sizes.

A. H. McDONALD, 547 W. Monroe St., Chicago, Ill.

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FOR SALE IN NORTHERN INDIANA

Nearly new ironclad elevator, 100,000 bushels' capacity, with feed house attached. LOCK BOX 241, Lagrange, Ind.

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One two-story elevator located on Chicago & Eastern Illinois R R., at St. Peter, Ill., surrounded by rich prairie farm land. All German farmers and good wheat and dairy farms. Second floor capacity, 6,000-bushel storage; first floor used for flour, mill and commercial feeds. Wheat dump and scale. Fairbanks-Morse Oil Engine. ST. ELMO MILLING COMPANY, St. Elmo, Ill.

Miscellaneous Notices

FOR SALE

Five hundred second-hand cotton grain bags, 16-cz., 20c each, f. o. b. St. Louis, any size lot. FOELL & COMPANY, 123 Market St., St. Louis, Mo.

FLOUR AND MILL FEEDS

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

For Sale

MACHINERY

OIL ENGINES FOR SALE

Twenty-five horse Y; 35-horse Primm. A. H. McDONALD, 547 W. Monroe St., Chicago, Ill.

ASK FOR PRICE

One 24-inch Halstead Mill for sale, in good condition. HEABLER & HEABLER, Attica, Ohio.

HUMPHREY ELEVATOR FOR SALE

Two-floor outfit, three-horsepower motor driven, A.C., 220 v., 60 cycle. Used five years. JUNG BAKING COMPANY, Waseca, Minn.

FOR SALE

One No. 0 Adt Steam Dryer, 44-inch diameter by 24 feet long, in perfect condition, suitable for grain drying, etc. THE CROWN CORK & SEAL COMPANY, Baltimore, Md.

FEED MILL AND GRAIN ELEVATOR TO BE SOLD AT PUBLIC AUCTION

The property of the former Parry Products Company, 3601-3611 National Avenue, Milwaukee, Wisconsin, will be sold at Public Auction, Tuesday, August 19th, 1924, at 2 P. M. on the premises.

Property has a frontage of 181 feet on National Avenue. Depth of 543 feet on the Belt line on the west and 381 feet on the east. Improvements consist of office building, grain elevator, completely equipped with machinery for feed business or the manufacturing of feed, and warehouses. Side tracks on the property to take care of loading and unloading twenty cars at one time.

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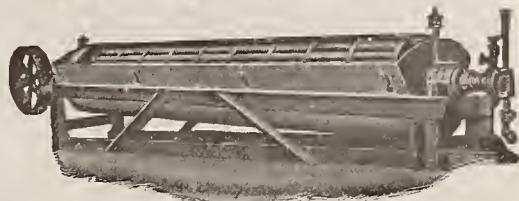
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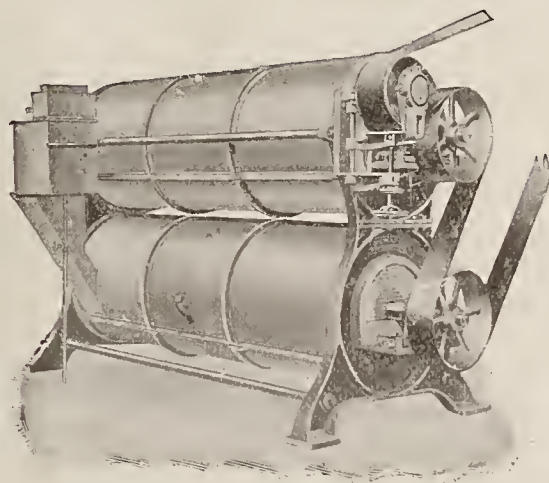
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FIELD SEEDS

[Continued from page 62]

Nathan & Wolf Company. Mr. Wolf was formerly associated with Henry Hirsch, seed dealer. Mr. Nathan has been in the grain business operating elevators under the name of the Nathan Grain Company.

Capitalized at \$10,000, the Leesburg Seed Company has been incorporated at Leesburg, Fla., to engage in a wholesale and retail seed business.

OBITUARY

ANDERSON.—James T. Anderson died on June 26 following an illness of long duration. He was a retired flour and feed dealer of Naples, N. Y., and was 83 years old.

BINGHAM.—M. A. Bingham died recently at New Ulm, Minn., where he had operated as Bingham Bros., in Minnesota and South Dakota.

BRECOUNT.—George W. Brecount, one of the best known grain dealers of Piqua, Ohio, and vicinity, died suddenly at Conover after several weeks' illness. He retired from active business several years ago and made his home in Conover.

BURBECK.—Henry R. Burbeck died on June 11 at North Abington, Mass. He was for many years a member of the grain trade but more recently had been in the insurance business. He was 71 years old and for a number of years was a member of the Boston Chamber of Commerce.

CHRISTENSEN.—Oscar D. Christensen, formerly in the grain business in Minneapolis, Minn., died at Chicago, Ill., on June 24. He moved to Chicago about three years ago.

DAVIS.—M. C. Davis died recently at Sioux City, Iowa, where for years he was in the grain business. He was associated with H. D. Booge in the grain and milling industry.

GAMES.—W. L. Games died, aged 69 years, at Latham, Ill. He was a grain man and banker and was ill for almost two years. His widow and two sons survive him.

GARMHAUSEN.—Erwin J. Garmhausen died on May 31 at West Virginia. He was formerly manager of the Lock Two Grain & Milling Company of St. Marys, Ohio.

GULBRANDSON.—L. Gulbrandson, operator of a grain elevator business at Hanska, Minn., dropped dead from apoplexy on June 17.

HUGHES.—James A. Hughes, formerly president of the Texas Grain Dealers Association, died, aged 67 years, at Sherman, Texas, where in recent years he was connected with the Dittman-Harrison Company. He had been in the grain business in Grayson County for 30 years.

HAWKINS.—Hirma Preston Hawkins died on June 6, aged 79 years. He was a retired grain dealer of Paducah, Ky.

W. E. Haile is president; N. L. Haile, vice-president, and W. R. Neal, secretary and treasurer.

M. Alfred Vestergaard is now associated with the Williams Seed Company of Norfolk, Va. Mr. Vestergaard was for 12 years with Peter Henderson & Co., of New York City and three with the W. A. Atlee Burpee Company of Philadelphia.

A new plant for warehouse purposes is being built by B. B. Kirkland Seed Company, wholesale and retail seed dealers at Columbia, S. C., at a cost of \$25,000. It will be used principally for the wholesale department of heavier seeds and will be finished by September or October.

JACKSON.—U. J. Jackson, an elevator agent and broker on the Winnipeg Grain Exchange, died from heart trouble on June 9 at the age of 35 years.

JOHNSON.—Edwin C. Johnson, president of the Portland Seed Company, Portland, Ore., died from pneumonia. He founded the Portland Seed Company in 1892 and has been president and manager since then. Survived by three children.

JONES.—Albert N. Jones, nationally known as the developer of new wheat varieties, died at his home in Batavia, N. Y., on June 14. His work covered the period from 1869 to 1906 when he retired.

LINDLEY.—Thomas J. Lindley, aged 66 years, died on June 10 following an illness of two years' duration. He was the operator of a seed, lumber, hardware and implement business, at Jeffersonville, Ind.

SUTTON.—Joseph Sutton died recently at Muncie, Ind., where for years he was active in the management of the Co-operative Grain Company. He was 59 years old.

SCHUMACHER.—Henry Schumacher, president of the Western Grain Products Company of Hammond, Ind., died from blood poisoning resulting from injury to his foot. He, with R. O. Winckler, organized the Western Grain Products Company in 1904, the firm being among the first to manufacture molasses feed. He was one of the founders of the American Feed Manufacturers Association.

SHELDON.—Bert Sheldon, head of the Bert Sheldon Hay Company, died after a two weeks' illness which began with pneumonia, on June 14 at a Kansas City hospital. He was for 35 years manager of the hay department of the Russell Grain Company, the last years also in the capacity of secretary of the company. Last April he branched out for himself in the hay business with offices in the Livestock Exchange Building. He was a member of the Kansas City Hay Dealers Association.

VOLLE.—Fred H. Volle, a feed and flour dealer of Springfield, Ill., died recently.

WILLIAMS.—George W. Williams, for years prominent in the hay trade of New York City and Brooklyn, died on June 10, following a brief illness. In 1885 he began working in New York for his brother, Frank, who at that time was a leading

hay commission merchant of that city. On the retirement of Frank Williams, he joined W. D. Power & Co., of which another brother, Fred M., was head. In 1918, Mr. Williams started in the hay business in Brooklyn on his own account.

WHEATLEY.—William F. Wheatley died on July 1, after undergoing a minor operation, at a Baltimore hospital. He was secretary of the Baltimore Chamber of Commerce and its predecessor, the Baltimore Corn & Flour Exchange, from 1867 to 1903. He was 80 years old.

WILLARD.—Stephen F. Willard died on June 9, aged 73 years, at Wetherfield, Conn. He was a charter member of the American Seed Trade Association, secretary of the organization from 1896 to 1903 and president in 1903. His widow and four sons survive.

WOODRUFF.—S. D. Woodruff, engaged in his father's seed business, S. D. Woodruff & Sons, died at Watertown, N. Y., aged 29 years.

GRAIN TRADE PATENTS

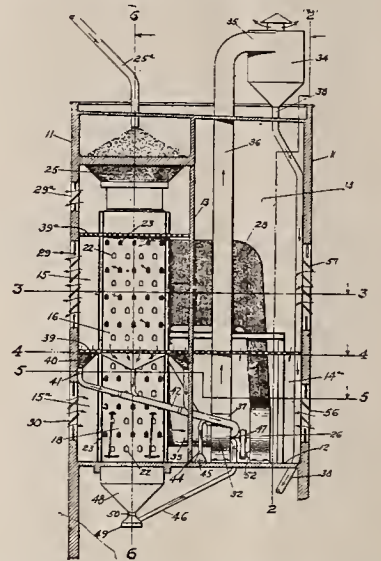
Bearing Date of June 3, 1924

Grain separator.—Charles E. Wyman, Pekin, Ind. Filed September 14, 1922. No. 1,496,701.

Apparatus for removing grain doors.—Harry H. Alfrey, El Reno, Okla. Filed January 19, 1922. No. 1,496,401.

Grain drying and cooling apparatus.—Philip Little, Jr., Minneapolis, Minn., assignor to Strong-Scott Manufacturing Company, Minneapolis, Minn., a corporation of Minnesota. Filed September 26, 1921. No. 1,496,473. See cut.

Claim: In a grain drier and cooler, the combination with an upright casing provided with upper and lower interior air chambers, and grain passages between the walls of the casing and the air chambers, the walls of said casing and the walls of the air chambers



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Lamson Bros. & Co., commission merchants.*

McKenna & Dickey, com. merchants.*

Miller & Co., Albert, hay and produce.†

Norris Grain Co., grain merchants.*

Paynter, H. M., grain commission.

Pope & Eckhardt Co., grain and seeds.*

Quaker Oats Co., wheat, corn, oats, barley, rye.

Rosenbaum Grain Corp., shippers.*

Rumsey & Co., grain commission.*

Shaffer Grain Co., J. C., grain merchants.*

Updike Grain Co., consignments.

CLEVELAND, OHIO

Cleveland Grain & Milling Co., receivers and shippers.*†

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Crabbs-Reynolds-Taylor Co., grain, seeds.*†

*Members Grain Dealers' National Association.

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Ady & Crowe Mercantile Co., grain, hay, beans.*†

DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.*

Harrison, Ward & Co., grain belt elevator.*

DES MOINES, IOWA

Des Moines Elevator & Grain Co., grain merchants.

Lockwood, Lee, grain brokerage.*

DETROIT, MICH.

Huston C. R., grain and hay.*

DULUTH, MINN.

White Grain Co., grain and hay.*†

FORT WORTH, TEXAS.

Transit Grain & Commission Co., consignment, brokerage.*

INDIANAPOLIS, IND.

Bennett & Co., James E., grain, stocks, cotton.

Bingham Grain Co., receivers and shippers.*

Boyd Grain Co., Bert A., grain commission.*

Cleveland Grain Co., grain dealers.*

Hill Grain Co., The Lew., commission brokerage.*

Kinney, H. E., Grain Co., grain, hay, feed.*†

KANSAS CITY, MO.

Moore-Seaver Grain Co., corn and oats.*

LIMA, OHIO

Hurley Buchholtz Co., wholesale grain, hay, straw.†

MEMPHIS, TENN.

U. S. Feed Co., receivers and shippers.†

MILWAUKEE, WIS.

Bacon Co., E. P., grain commission.*

Franke Grain Co., grain and feed.

Kamm Co., P. C., grain merchants.*

Milwaukee Grain Commission Co., grain commission.

North American Seed Co., seeds.

MINNEAPOLIS, MINN.

Cereal Grading Co., grain merchants.*

Quinn, Shepherdson Co., grain merchants.*

NEW BERN, N. C.

Meadows, J. A. buyer, hay, grain and feed.*†

NEW YORK, N. Y.

Forbell & Co., L. W., com. merchants.*

Nungesser-Dickinson Seed Co., seeds.

PHILADELPHIA, PA.

Parker Commission Co., grain and general freight brokers.*

Richardson Bros., grain, flour, mill feeds.*

†Members National Hay Association.

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Cole Grain Co., Geo. W., receivers and shippers.*

Dewey & Sons, W. W., grain commission.*

Harrison, Ward & Co., receivers and shippers.

Miles, P. B. & C. C., grain commission.*†

Mueller Grain Co., receivers and shippers.*

Turner-Hudnut Co., grain commission.*

Tyng Grain Co., receivers and shippers.*

PITTSBURGH, PA.

Harper Grain Co., grain commission.

Heck & Co., W. F., receivers and shippers.*

McCague, R. S., grain and hay.*†

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Walton Co., Saml., grain, hay, mill feed.*

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Martin & Knowlton Grain Co., grain, hay, seeds.*†

McClelland Grain Co., grain, hay, mill feeds.*

Nanson Commission Co., receivers, shippers.*†

Picker & Beardsley Com. Co., grain, hay.*†

Prunty, Chas. E., grain and seeds.

Toberman, Mackey & Co., grain, hay, seeds.*†

Turner Grain Co., grain commission.*

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Wells Co., J. E., wholesale grain, seeds.*

TIFFIN, OHIO

Sneath-Cunningham Co., grain and seeds.

TOLEDO, OHIO

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King & Co., C. A., grain and seeds.*†

Randolph Grain Co., receivers and shippers.

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Zahm & Co., J. F., grain and seeds.*

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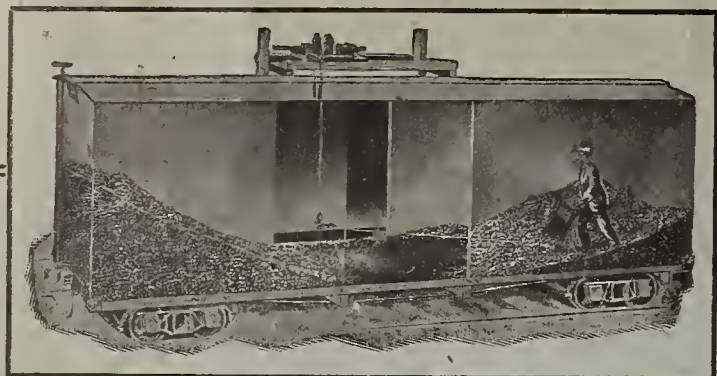
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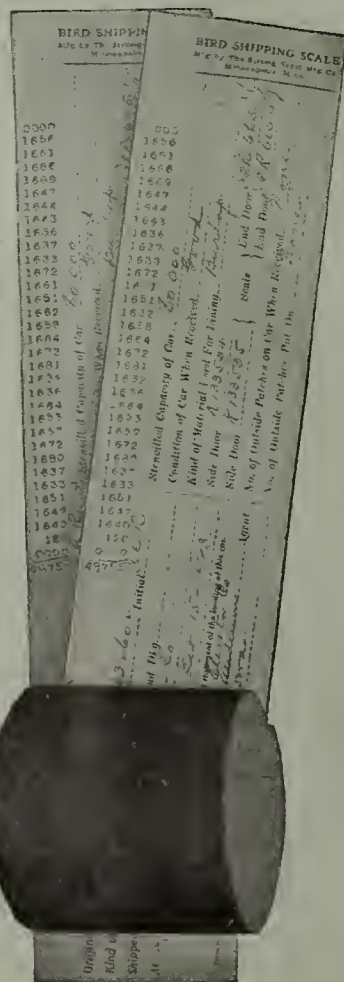
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